WHO ARE WE?

Award Winning

Established in 2017

Industry Leading Tech & Solutions

Markets: US, Canada, Australia

Offices in:
WHO ARE WE?

WITH GROWTH, COMES CHANGE

2017: Anovia was acquired by Sphere

- New Executive Leadership (over 125 years industry experience)
- More resources to help you succeed
- Growing & Improving to provide more opportunities
- New technology & integration experts
THE OPPORTUNITY

MERCHANTS

11 MILLION MERCHANTS IN THE U.S.
3 MILLION MERCHANTS MAKE A BUYING DECISION EACH YEAR

1. New Businesses
2. Existing Businesses Looking to Accept Credit Cards
3. Businesses looking to Switch Processing Providers

Sources: The Nilson Report, U.S. Census, Accenture Analysis
WHO SHOULD I TARGET?

Focus on local small & medium sized businesses

Avoid large businesses/franchises: McDonalds, Starbucks etc.
THE OPPORTUNITY

OUR TOP BUSINESSES

RESTAURANTS
How about your favorite diner or your go-to date night restaurant?

SALONS
Does your hairdresser or nail technician accept credit cards?

AUTOMOTIVE
Where do you get your car serviced or your oil changed?

MEDICAL
Don’t forget about your PCP or family specialist!
THE OPPORTUNITY

OVER 1,000 SOLUTIONS
HOW TO APPROACH A MERCHANT

Try these introductory lines:

“I work with an amazing, knowledgeable Account Executive at Sphere; if we were able to reduce your processing costs would you be open to making a change?”

“Reducing your costs on your credit card processing; how would that impact your business?”

“Each year Visa & MC increase certain rate categories; have you reviewed your merchant statement lately for increases?”

“Most of my clients have seen increases in their credit card processing costs lately; have you noticed this as well?”
YOU ARE OUR BIGGEST STRENGTH

• As a business professional they value your judgement & recommendation
• Trust built through rapport & on-going relationship building
SHARING THE OPPORTUNITY

YOUR KEY SELLING POINTS

PRICE
Consultative Approach; Transparent and Competitive pricing

PRODUCT
Variety of product solutions for any environment; with a simple transition process

SERVICE
Dedicated Account Executive; knowledgeable & responsive

COMPANY
Committed to your success; ACN’s partner within the Payments Space
MEET OR BEAT OPPORTUNITY*

If Sphere cannot meet or beat the customer’s current processing rate, the customer will receive a $250 Visa Reward Card, and the IBO will also receive a $250 Visa Reward Card!

*A merchant currently accepting electronic payments, and processing more than $3,000 monthly can qualify for the Meet or Beat Pricing Opportunity provided merchant’s standard pricing is not below standard fees currently charged by Visa® and MasterCard®. This offer does not apply to existing customers. Certain restrictions and exclusions apply. Merchant account is subject to credit approval. Offer subject to change without notice. Price comparison applies to processing rates and fees only, not to include monthly terminal and software fees. Merchants must provide their 2 most recent credit card processing statements and complete the Pricing Request form. Offer expires 60 days after receipt of application. Excludes high-risk merchants such as, but not limited to, travel, digital content or virtual goods, adult entertainment, online nutritional supplements, membership subscriptions, ticketing, national, and franchises. Qualifying recipients will receive prepaid gift card via mail within 45 days.
HOW WE HELP YOU BUILD YOUR BUSINESS

Sphere Offers Residuals for the Life of the Customer

3 Customer Points*

Dedicated Account Executives to assist IBOs with customer acquisition at 1-855-426-6842

*see ACN bonus document for more information
BUILDING YOUR BUSINESS

SUBMITTING A LEAD

**STEP 1:** Access the Sphere site via your Personal Website, click ‘Explore your Options’ & ‘Send us your Lead’

**STEP 2:** Fill out the online form with as much information as possible

**STEP 3:** Attach their recent credit card processing statement
BUILDING YOUR BUSINESS

WHY DO WE ASK FOR STATEMENTS?

- Speeds up the Sales Process
- Custom Proposal / Best Pricing / Maximum Savings
- Faster Approval Process
WHAT TO EXPECT AFTER YOU SUBMIT

- New Leads are worked within 1 business day
- Proposal Presented within 1 business day of Statements Received
- We do the heavy lifting; but please feel free to work with your Account Executive
- Application Signed to Approved can occur as quickly as 1 business day (POINTS!)
- Approved to Activated can occur within 3 business days (RESIDUALS!)
THANK YOU!

Follow us on Facebook to keep up with our latest offers!