

TOP TIPS

- ✓ Focus on local businesses
- ✓ Build a strong relationship with decision makers
- ✓ Try to get an EFTPOS merchant statement for a tailored quote
- ✓ Explain that an NMI consultant will be in contact.

QUALIFYING A CUSTOMER

POINT OF SALE (POS) INTEGRATION:



Check if the customer has an EFTPOS integrated with a POS system. If yes, I ask for the system's name to ensure our machine is compatible.

SAME-DAY SETTLEMENT:



Clarify if same-day settlement is important for the business. Bank to Bank settlements happen next banking day, but same day settlement can happen when the bank account & EFTPOS machine is from the same provider.

SURCHARGE OPTION:



Ask if the customer is open to surcharging (passing the merchant cost onto their customers).

MONTHLY TURNOVER AND AVERAGE TICKET SIZE:



Understanding the customer's expected monthly turnover and average ticket size helps to provide an accurate quote.

FEE REDUCTION:



If the customer seeks lower fees, the best way to assess this is by reviewing their merchant statement.

SUBMITTING A LEAD:

- Step 1:** Access the NMI site via your personal website where you click
- Step 2:** "Explore your Options" & "Send us your Lead" Fill out the online form with as much information as possible
- Step 3:** Attach their recent merchant statement

Get in contact: ausupport@nmi.com or 1800 875 292

