

Street Talk Live Special Series Agenda

Tuesday March 31st (Host: Kevin Canada)

- Create a good script and call every one of your merchants
 - Fix problems
 - Get referrals
 - Learn a lot about the needs of these businesses now
- Create a good script and call every one of your merchant leads, no matter how old.
 - Probably have some time on your hands
 - They probably have some time on their hands
 - How competitors are reacting to the crisis
 - Business can easily be done online with SmartApp and Zoom meetings

Thursday April 2nd (Host: Brett Sturm)

- Merchants with ACH Rejects for March Fees
 - What we're doing about merchants who reject fees
 - Options these merchants have
 - Our commitment to keeping the relationships strong
 - What you can suggest for merchants to do

Tuesday April 7th (Host: Kevin Canada)

- Learn to use Zoom or other conferencing software to reach out
 - Super easy
 - Effective
 - Combined with SmartApp

Thursday April 9th (Host: Jeff Burke)

- Become industry integration expert
 - Learn the key components of a processing platform
 - Learn all the options EPSG has to offer
 - Learn to diagnose results on location on complex processing platforms
 - Consultative approach in a tech world, especially post COVID-19

Tuesday April 14th (Host: Greg Snead)

- Master your craft
 - In this slowdown, utilize the trainings we have online
 - master an industry topic that's always confused you.
 - Reach out to us for a one on one on said topic
 - Attend this and other meetings and trainings

Thursday April 16th (Host: Richard Ross Sr.)

- Understanding the EPSG Statements
 - Learn what produces statements
 - Walk through examples of the multiple statements EPSG merchants receive
 - Understanding the different between the different backends EPSG utilize

Tuesday April 21st (Host: Richard Ross Sr.)

- Statement Analysis
 - See how we produce proposals
 - Learn to read our proposals and transfer them into applications
 - Learn to do proposals on your own

Thursday April 23rd

- Learn to market on Social media
 - Time to broaden you marketing reach
 - Learn how we can help
 - Learn the basics and beyond

Tuesday April 28th

- Partner Portal walkthrough
 - Smart App 2.0
 - What we have now
 - What's coming

Thursday April 30th

- Products and Targets to Sell
 - Business cash advance are lending too
 - Products that can help the merchant now more than ever
 - Upsell existing merchants