



OUTSIDE B2B SALES · CAREER OPPORTUNITY

Build something that **keeps paying.**

Earn for the work you do today. Build residual income for the business you grow.



EARN

Upfront commissions

BUILD

Lifetime vested residuals

GROW

Support + opportunity

Your next chapter starts with a conversation.

Wholesale Payments

01 · THE OPPORTUNITY

Make your effort mean more.

Help business owners solve practical problems while building a business that rewards consistent production.

01 Create income now.

Earn upfront commissions on qualifying sales, with daily pay and production incentives tied to account activation and processing requirements.

02 Build income over time.

Lifetime vested residuals give you a reason to think beyond the next deal. Grow relationships, serve merchants, and build a portfolio.

03 Give yourself room to grow.

Dedicated sales management, an appointment program, and merchant tools support you as you develop your sales skills and production.

The appeal is simple: your daily effort can create both immediate earnings and lasting value.

02 · THE COMPANY

A company with momentum.

Wholesale Payments combines payment technology, merchant support, and a growth-focused sales opportunity.

2025

Recognized on the Inc. 5000 list of America's fastest-growing private companies.

01 Technology business owners use.

From virtual terminals to full point-of-sale systems, reps can connect merchants with solutions suited to how their businesses operate.

02 Support behind the relationship.

Dedicated sales manager support and merchant service resources help you develop accounts and maintain the partnerships you build.

Company recognition is drawn from the 2025 Inc. 5000 handout.

03 · WHAT YOU BRING TO MERCHANTS

A better conversation with business owners.

Start with the owner's priorities: protecting profit, winning repeat business, and finding room to grow.

PROFIT**Help owners keep more.**

Discuss payment technology and eligible pricing options designed to help merchants recover profit from processing.

GROWTH**Help customers come back.**

Customer Connect adds marketing tools for repeat visits, customer reactivation, and online review generation.

CAPITAL**Help businesses move forward.**

Business funding options can support growth, including businesses with multiple locations.

REWARDS**Give the partnership more value.**

Participating merchants earn points on transactions toward available rewards.

CORE includes payment technology, funding, and rewards. MOMENTUM adds Customer Connect. Product availability, pricing, funding eligibility, and results depend on program terms.

04 · SUPPORT + EXPECTATIONS

Independent effort. A team behind you.

You bring the consistency. Wholesale Payments brings coaching, tools, and an appointment program with clear participation standards.

01 Dedicated sales manager

Get guidance, apply feedback, and sharpen the way you prospect, present, handle objections, and follow through.

02 Appointment program

Complete the appointment certification in WPI University and you start receiving appointments. No deal is required to unlock them. Expect 2–3 daily opportunities; confirm availability for your market.

KEEP YOUR APPOINTMENT ACCESS ACTIVE

- Submit daily feedback by 8 PM, including the merchant name and result.
- Maintain a 20% closing ratio. Deals generated outside appointments also count toward that ratio.

Build your own pipeline, too. Consistent outreach and follow-up keep you moving while scheduled appointments add opportunity.

05 · HOW EARNINGS WORK

Earn today. Build for tomorrow.

The opportunity combines upfront commissions, production incentives, and residual income.

01 Upfront commissions + daily pay

Compensation varies by equipment, merchant profile, pricing, and qualification. Discounts or missing fees can reduce payouts. Daily pay: once a merchant crosses the processing threshold, you're paid the next day.

02 Lifetime vested residuals

Build a portfolio of merchant relationships with recurring income potential. Vesting, residual calculations, and ongoing eligibility are governed by your agreement.

03 Buyout opportunities

Company materials advertise buyout opportunities at 45X. Ask your sales director how the multiple is calculated, what qualifies, and which terms apply.

This is a production-based sales opportunity. Earnings are not guaranteed. Confirm the current commission schedule, employment classification, expenses, and agreement terms with your sales director before joining.

06 · YOUR FIRST THREE MONTHS

Start strong. Build early momentum.

The New Hire Compensation Package pays double commission per deal during your first three months.

2×

Ramp-up commission. The second commission pays once the account processes over \$5,000 and reaches 10 transactions.

MONTHLY NEW-REP BONUS LEVELS

\$1,000

5 deals / month



\$1,500

8 deals / month



\$2,000

10 deals / month



Monthly bonuses are doubled up to 10 deals during the first three months; the amounts above are the doubled levels. Half pays when the accounts reach \$1,000 and 5 transactions, the other half at \$5,000 and 10 transactions.

\$1,000 FAST START

Write 5 deals in your first 30 days. Paid once those deals process over \$1,000 and reach 5 transactions.

Example: 8 qualifying deals = \$750 at the first monthly-bonus milestone + \$750 at the second. After the first three months, standard commission and bonus terms apply.

07 · THE 25-DEAL MILESTONE

A serious goal. A meaningful reward.

Complete 25 deals in your first 90 days. You then have an additional 60 days to get all 25 merchants fully processing.

SIGNING BONUS

\$15,000

25 processing merchants. Each must process \$5,000 within 30 days of the report run.

ONE REPORT. PREPARE EVERY ACCOUNT.

The processing report is pulled one time only, so have all 25 merchants at the \$5,000 level when it runs.

Confirm report timing and eligibility with your sales director.

08 · YOUR NEXT CHAPTER

Bring the drive. Let's build the rest.

You don't need to arrive as a finished product. You do need to be willing to learn, work consistently, and follow through.

Work ethic	You put in the activity that creates opportunity.
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Coachability	You accept feedback and apply it in the field.
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Communication	You listen, connect, and learn to close.
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Resilience	You recover from rejection and keep moving.
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Discipline	You show up and do what you said you would do.
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[Watch: Company overview](#)[Watch: Merchant program](#)

YOUR NEXT STEP

Talk with your sales director.