

# STRUCTURE OF A WEB DEVELOPER MEETING

1



**GUIDE**

2



**TALK**

3



**BRAINSTORM**

4



**SET-UP**

1

**Guide** them through the developer web page. [www.payscape.com/developers](http://www.payscape.com/developers)

2

**Talk** about the referral or residual agreement.

3

**Brainstorm** about a few good referrals.

- For you
- For them
- Ask about professionals such as CPAs or Lawyers with the intent of introducing BillingOrchard



" BillingOrchard is a product we offer that allows you to bill your clients through HTML, and it's also good for your clients that have to bill by time. Can I show you a quick demo? "

YES → show him demo

NO → set-up follow up demo or meeting with BO rep

4

- **Set-up** the BillingOrchard Appointment and a referral one-to-one meeting.
- Never leave a meeting without setting the next appointment.
- Then put his info and any clients he might have talked with you about into Prospects in Payforce... Put the follow up on the calendar...

