Electronic Merchant Systems Discusses Benefits Of Their ISO Agent Program In Florida

May 14, 2021

Cleveland, Ohio - May 14, 2021 -
Ohio-based Electronic Merchant Systems (EMS) is now providing cutting-edge payment processing products and services to ISO Agents in Florida after their announcement about their California ISO Agent Program benefits. EMS is looking for merchant services sales agents wanting to expand into new verticals and build their merchant services portfolio.

To learn more details of EMS' ISO Agent Program in Florida, click on the following link: https://www.emscorporate.com/iso-agent/fl.

When a credit card processing sales agent partners with the EMS ISO Agent Program, they are partnering with a company that puts Agents first. From payment processing products and services designed to sell to around the clock US-based customer support, agents will have what they need to be leaders in Florida's merchant services industry.

The benefits that Agents have access to when they join the EMS program are numerous. One of the benefits is the ability to offer customizable agreements. No two merchants are the same, and there are no templated offers that an Agent can take from client to client. As a member of the EMS ISO Program, Agents can create specific agreements that will allow them to close deals because they match what their merchants need.

Another benefit of partnering with Electronic Merchant Systems is the ability to white-label their agent portal, MyPortfolio. Instead of spending a lot of time and money trying to create management software, EMS offers their system with the ability for agents to put their name and logo on it. MyPortfolio was designed by agents for agents and provides the transparency and reporting that merchant services sales agents need to be successful.

In addition to the benefits mentioned above, EMS also has more sponsor banks than other ISO Agent programs. This allows Agents to get deals done quickly, and with that many sponsor banks, challenging verticals in Florida that were once off-limits are now open when an Agent partners with EMS.

With the opportunity to close more deals and get into different verticals, Florida ISO Agents will have the opportunity to boost their residual income. And unlike other merchant services agent programs, EMS lets Agents decide when payday is with their daily residual program. Once a merchant begins using the services provided, the Agent gets access to those residuals the very next day.

Communication is a critical factor that helps Agents be successful. "One of the things that we take pride in is our transparency and responsiveness," says Matt Shepard, Executive Vice President of the EMS ISO Agent Program. "We operate by the "Sundown Policy," which means whenever an Agent contacts us, we make sure that they hear from us by the end of the day. We know how critical time is when it comes to closing deals with potential merchants. Having to wait days for an answer could cause the Agent to lose that deal, and we want to make sure our team closes as many deals as possible."

Another benefit of being an EMS merchant service agent is offering industry-leading payment processing products and services that help merchants process payments quickly and securely.

An ISO agent in Florida can offer their merchants a wide range of products and services through EMS. These include: innovative POS solutions, near-field communication options, mobile payment solutions, credit card not present alternatives, credit card terminals, online payment gateways, and virtual terminals.

With products designed to sell, those selling merchant services will be able to provide their clients from Key Biscane to Pensacola with unparalleled merchant services.

EMS has also been helping agents for over 30 years to stay ahead of the payment industry's curve. From webinars to an informative newsletter and trainings, they ensure that the crucial changes in the merchant services industry are given to their ISO Agents.

With the ability to get into more verticals, increasing the potential pool of clients, boosting residual income, customized agreements, and payment processing products designed to sell, the EMS ISO Agent Program in Florida allows agents to be leaders in their field.

Electronic Merchant Systems has been helping Agents since 1988 and provides 24/7/365 customer support to help ISO Agents and their clients.

Those interested in the best ISO Agent Program in Florida can check out the Electronic Merchant Systems website or contact them on the phone or through email.

###

For more information about Electronic Merchant Systems, contact the company here:Electronic Merchant Systems(800) 726-2117info@emscorporate.com250 W Huron Rd #400Cleveland, OH 44113

Electronic Merchant Systems

Established in 1988, Electronic Merchant Systems has grown to become a leading provider of payment processing & merchant services. Electronic Merchant Systems? mission is to be the industry leader in merchant services and payment processing solutions.

Website: https://www.emscorporate.com/

Email: info@emscorporate.com

Phone: (800) 726-2117

