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

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Cleveland, Ohio - July 27, 2021 -
Ohio-based Electronic Merchant Systems (EMS) is offering its ISO agent program to Merchant Services Agents in Connecticut after announcing the benefits of becoming an EMS Agent in Georgia.

EMS is looking for merchant services agents wanting to diversify their portfolio and increase their residual income.

To learn more about EMS' ISO Agent Program in Connecticut, click on the following link, https://www.emscorporate.com/iso-agent/ct.

When a merchant services sales agent partners with the EMS, they partner with a company that puts Agents first.

Agents will have the tools they need to grow their merchant services business from payment processing products and services designed to sell to 24/7 US-based customer support.

There are several benefits that the EMS ISO Program offers to credit card processing agents.

Communication is an often overlooked benefit of ISO programs but is a critical factor that helps Agents succeed. "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. "With our "Sundown Policy," we make sure that our team hears back from us by the end of the day. We know how critical time is when it comes to closing deals. Having to wait for an answer could cause them to lose that deal, and we want to make sure our team never misses a deal."

Customizable agreements are a benefit that ISO Agents will have access to when partnering with EMS. No

two merchants are the same, and there are no templated offers that an Agent can take from business to business. 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 their merchant services agent program is the ability to white-label EMS' agent portal, MyPortfolio. Instead of investing time and money trying to create management software, EMS offers their system with the ability for agents to put their business 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 Connecticut that were once off-limits are now open as an EMS Agent.

With the opportunity to close more deals and get into diverse verticals, credit card processing agents have the opportunity to boost their residual income.

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

With products designed to sell, merchant services resellers will provide their clients from Andover to Woodstock with unparalleled merchant services and support.

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

EMS has been helping agents for over 30 years, and their ISO program puts agents first to make sure they have what they need to succeed.

Those interested in the best ISO Agent Program in Connecticut can visit the Electronic Merchant Systems website, contact them on the phone, or email.

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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.

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