Newtek Technology Services Quick Reference Sheet Cheat Sheet

by Jparker via cheatography.com/20539/cs/3293/

Business Lending

✔ **What we do:**

We get our customers money when they need it.

✔ **Why we're good:**

* Terms from 5 - 20 years
* Longer maturity than conventional bank loans
* Nation's largest non-bank government guaranteed lender
* $50,000 to $10 million available

✔ **Identification Questions:**

* Do you have a financial need we could help with?
* Are you looking to refinance any of your business loans?
* Does your business need to improve its cash flow?
* Does your firm have receivables?

Payroll

✔ **What we do:**

* We make payroll simple for our customers by providing them an online payroll system.

✔ **Why we're good:**

* Dedicated representative for your account 24/7/365
* Guaranteed savings of 20% compared to ADP or PayChex
* Accurate tax filings guaranteed

✔ **Identification Questions:**

* Do you want to simplify your payroll?
* Do you want to save money on payroll?
* Do you want to take the guesswork out of your worker's compensation insurance payments?

Merchant Processing (EPP)

✔ **What we do:**

* We make it easy for businesses to accept credit cards online, on-the-go, and at their retail location.

✔ **Why we're good:**

* We process more than $4 billion annually
* 4th fastest growing merchant processor in the U.S.

✔ **Identification Questions:**

* Are you happy with your current merchant processing provider?
* Are you looking for better merchant processing rates?
* Would you like a free analysis of your merchant processing fees to see if you're getting the best rate?

Insurance

✔ **What we do:**

* We work with our customers to ensure they have the right coverage at the right price.

✔ **Why we're good:**

* We work for our customers, not the insurance company
* We shop more than 40 highly-rated carriers to find the best deal
* We provide personal and commercial insurance
* We provide consulting for the Patient Protection and Affordable Care Act (PPACA)

✔ **Identification Questions:**

* Are you confident that you have all the coverage your business needs at the right price?
* Do you need help understanding your insurance?
* Would you like a free insurance analysis to make sure you're receiving the best prices and the right coverage?

Website Design

✔ **What we do:**

* Our design team builds beautiful and effective websites which are ecommerce and mobile ready.

✔ **Why we're good:**

* See our work: www.thesba.com/portfolio-2/
* State of the art ecommerce cloud infrastructure

✔ **Identification Questions:**

* Are you happy with your website?
* Are you happy with how many website visitors you have?
* Do you need help with your website?
* Do you need to update your website?
* Would you like help setting up your site for ecommerce?

Conversation Starters

- ☐ How's business going?
- ☐ What does your business do?
- ☐ I like your website, what does your organization actually do?
- ☐ How does your business compare to your competitors?
- ☐ What do you think about the new insurance laws?
- ☐ Do you get a lot of traffic to your website?

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