

**COMPARE
CONSULTING
COMPETITION!**



**TANKER
SERVICES TO THE**

QUESTIONS TO ASK WHEN SELECTING A MERCHANT PROCESSING COMPANY

THE COMPANY	TCS	THE OTHER GUYS
1. Is the company local?	YES	
2. Are they a direct processor or do they outsource the settlement of your funds?	OUTSOURCE	
3. Do they get you your money within 24 to 48 hours?	YES	
4. Do they assist with PCI compliance – is their equipment and software secure?	YES	
5. Do they have a U.S. based, 24/7 customer service center?	YES	
SALES TEAM		
6. Does the company provide you with a name and a personal cell phone number so that you can reach your consultant at any time for assistance?	YES	
7. Have you been educated as to why a transaction will downgrade?	YES, WE WILL!	
8. Have they been referred by a respected business partner?	YES WE ARE!	
9. Have they consulted with you on other ways to help you grow your business?	YES, WE WILL!	
EQUIPMENT		
10. Does the company require that you purchase entirely new equipment?	NO	
11. Does the company provide a wide range of equipment, from basic terminals to wireless and online virtual journals, POS Systems and ATM machines?	YES	
12. Are you offered free equipment swaps regardless of where you purchased your equipment?	N/A	
13. Do they claim to offer free equipment and then charge you a “placement” fee or higher rates?	NO!	
THE SERVICES		

14. Can the company provide you with online processing, gift and loyalty cards, equipment sales or leasing and working capital?	YES	
15. Do they wholly own their ancillary services or do they used third party providers?	THIRD PARTY	
16. Will the company offer a lifetime meet or beat proposal guaranteeing the lowest possible processing rates?	YES!!	

Tanker Consulting Services –

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