

PS20

PRACTICAL SOLUTIONS

...enabling organizations to focus on their strategies by providing practical solutions



Reseller Program



Do you have a bunch of churches in your network?
Become a Reseller for PS20 and get paid to help provide your customers with the support they need!

The PS20 Reseller program was designed specifically for those individuals or organizations with proven networks within the church and non-profit realm. Whether you are a consultant, vendor or even a church / non-profit partner, the reseller program is for you. We have developed extraordinary systems and processes to ensure that we provide your customers with the best service available. Most importantly, we are passionate about helping organizations impact the world by alleviating certain administrative tasks and allowing them to do what they do best.

Our mission is simple – We want to enable organizations to focus on their key strategies by providing practical solutions. We recognize that pastors typically wear many hats in their organizations. They are the ones called on to perform weddings and funerals. They are asked to counsel people through difficult times and they are the first ones called when someone has to go to the hospital. Pastors are the ones leading mission trips and building buildings, working with graphic designers one day and baptizing people the next. In all of our time working with pastors and churches, we have found that pastors love their jobs and would never do anything else. What we have also discovered is that the most grueling, frustrating “hat” the pastor wears is the accounting and administrative one. That is where we enter the picture. We need pastors to encourage, counsel, and teach us, so let us do the administrative duties that deter pastors from accomplishing their mission!

So, what does this look like for you as a Reseller? Well, Resellers are not employees of PS20 so, we ask that you operate as an “Authorized Reseller” or “Strategic Partner” of PS20. Under this structure, we also ask that you utilize PS20 branded materials, become trained by PS20 employees and maintain current product and industry knowledge. Ultimately, PS20 Resellers believe in and agree to promote PS20’s mission of enabling organizations to focus on their key strategies by providing practical solutions. To help you with this, we’ll give you all the tools and materials to promote our services.

On the next page, you will find some frequently asked questions specifically regard the Reseller Program. This will explain the benefits you will reap as well as the qualifications for becoming a Reseller. Following the FAQ’s, you’ll find some other useful information in further explaining what the customers receive and how our systems work.

We’re excited to work with you and help impact the world by allowing your networks to focus on the key strategies set before them

Thanks!

A handwritten signature in black ink that reads 'Ben Habeck'.

Ben Habeck

PS₂₀

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Reseller Program
FREQUENTLY ASKED QUESTIONS

1. WHY SHOULD I BECOME A RESELLER FOR PS20?

- a. You have customers or networks that need this kind of service! You'll rest assured that PS20's accountants and support staff are experienced and educated to provide the most cost effective and efficient services which will save your customers thousands of dollars annually. Plus, you'll get paid! It's a win – win – win. Your customers get the much needed help, PS20 gets another customer and you get paid.

2. WHAT ARE MY RESPONSIBILITIES AS A RESELLER?

- a. Your responsibility is to essentially act as a commission based sales person, to your customers / networks, for PS20. The responsibilities include, but are not limited to:
 - i. Following the PS20 sales cycle
 - ii. Communicating the PS20 values, mission, vision, systems and processes
 - iii. Maintaining and updating the PS20 CRM system
 - iv. Working with the Marketing Manager to ensure appropriate pricing
 - v. Filling out and providing engagement letters to potential customers
 - vi. Working with the office manager to send new customer packages
 - vii. Develop a working relationship between the customer and the PS20 staff

3. SO, HOW MUCH WILL I GET PAID?

- a. Currently, PS20's reseller program is setup on a case by case basis. We use several factors in deciding how much a reseller will get paid. These factors include, but are not limited to, the number of potential customers in your network, the commitment level you agree to come in at and the risk factors for both you and PS20. We do intend for this relationship to be mutually beneficial, therefore we currently don't want to set standards for compensation in this program. We typically pay a flat rate on a per customer basis and / or a % of conversion revenues and a % of monthly revenues. Again, it all depends on the commitment level for each of us. Bottom line, we want you to be compensated generously and fairly!

4. WHAT ARE THE STEPS TO BECOME A RESELLER FOR PS20?

- a. The steps are simple...
 - i. Submit a cover letter and resume to Ps20
 - ii. Complete a scheduled interview with the Ps20 Marketing Manager
 - iii. Sign and submit the Authorized Reseller Agreement Letter
 - iv. Complete the assigned reading and exam to ensure proper training and knowledge of the Ps20 mission, vision and services
 - v. Start Selling!