

30-Day Challenge Details

Challenge Overview:

- The 30-day challenge offers the potential to earn up to an extra \$6,000, by combining base activity payouts, deal bonuses, and the \$500 monthly bonus.

Contact Incentive:

- 10 contacts (must be decision maker) per day, 50 per week, earns you \$250 per week
- Must collect: Business Name, Business Address, Owner's Name (or Decision Maker), Cell Phone Number (must be texted the brochure link), Email Address (optional, but preferred)
- Text this link: sales.pcbancard.com
- Send in spreadsheets on Sunday's to sales@pcbancard.com

Appointment Incentive:

- 10 appointments per week earns you \$250 (\$25 per appointment)
- Must be scheduled with 7 calendar days of the contact date, must be with decision maker, must include time, date, business name, address
- Send in spreadsheet on Sunday's to sales@pcbancard.com

Statement Pickup Incentive:

- Collect 1 full months' processing statement, earns you \$25
- Send to sales@pcbancard.com
- Must lead to a follow-up proposal

Presentation Incentive:

- Make a full presentation in person, earns you \$25
- Must call Jason, Bill or Mac during or immediately after presentation to discuss next steps

Max Weekly Bonus Pay out:

- \$250 for 50 contacts
- \$150 for 6 appointments
- \$100 for statement pick ups - unlimited
- \$100 for making presentations - unlimited
- Weekly max: \$600
- Monthly max: \$2,400

Rules

- Must log and turn in weekly by Sunday
- Bonuses paid following Friday
- Missing info disqualifies entry

Additional Bonuses

- Additional \$200 for any deal closed in June (must meet all pricing requirements)
- Additional \$500 for closing two deals in June and logging activity requirements
- Additional \$500 for closing four deals in June, no activity log required

Accountability and Verification Measures

Documentation Requirements:

Reps must document each business visit, including business owner contacts, cell phone numbers, and, when necessary, screenshots of text messages to verify outreach.

Use the provided spreadsheet to track prospects and submit evidence of contact. Send on Sunday's to sales@pcbancard.com or text verification

Verification Process:

Submit evidence (screenshots, call logs, spreadsheets) to verify activity. Spot checks will be implemented to prevent fraudulent reporting, and management reserves the right to request additional proof if dishonesty is Suspected.

If a business owner resists providing a cell phone number, an alternative verification (such as email submission with management copied) is required.

Workflow Process and Methodology

Prospecting Strategy:

- Walk into businesses, briefly explain the value proposition without a hard sell, and secure permission to text a link summarizing the offer.
- Collect immediate contact details from decision-makers, focusing on obtaining cell phone numbers for follow-up, but accepting email if necessary.

Follow-Up Process:

- After initial contact, send a text with a link summarizing the offer.
- Schedule follow-up calls within a few business days to advance the conversation and confirm interest.

Documentation and Verification:

- Record both the quantity (number of businesses visited) and quality (obtaining decision-maker contacts, setting appointments) of activities, ensuring all are

properly documented for payout eligibility.

Make-Up Requirements:

If a day is missed, reps must make up lost contacts over subsequent days (e.g., doubling visits the next day) to stay on track for the weekly target of 75 Businesses.