Alliance Partners Training

Part 11

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How the Payroll Sale to Your Client Transpires

In a payroll sale what is your involvement? At HR Ledger we never forget that the client you refer to us is **Your Client!** The relationship you have built and nurtured with your client must not be modified, damaged or degraded by us. We will walk away from the sale before we risk your relationship.

That being said, the strength or our Alliance Partnership comes from our working together in the best interest of the client. We all know the truth of the adage "The decision to purchase is always an emotional decision". Once your client has reviewed our proposal, modified it to fit their needs and determined that it meets their needs and is of value, then they will move forward with the transaction when they "feel" comfortable with HR Ledger. To a very large extent this is due to your recommendation.

Once we receive your referral and the completed Referral Card we discussed two blogs ago, we will promptly contact your client or lead and open the sales process. A proposal will be prepared and sent to the prospect and to you, and follow up calls will be made to determine if a face to face meeting is desired by the client. When the prospect requests an application one will be sent or delivered and you will be notified. We will assist the prospect over the phone or in person in completing the application, acquiring all the "priors" and W4 information, and upon submission to the HR Ledger implementation team you will be notified again. During implementation additional information form the client may or may not be required but if it is we will assist the prospect in every wat we can. Once the first payroll is scheduled a calendar of reporting dates will be sent to our now mutual client and any training will be conducted. Finally on the first payroll you will be notified again and if you have elected to receive commissions they will commence.

Aren't you glad you don't sell payroll and decided to partner with HR Ledger?!