

50X Merchant Residual Buyout Offered By Secure Payment Solutions

A DREAM COME TRUE PROGRAM

Cameron Marzola, Owner at Marzola Business Solutions, is a Secure Payment Solutions (SPS) sales partner providing small businesses with merchant services and payment processing solutions. Before becoming a partner, Marzola utilized his degree in hospitality management but, like many in the hospitality industry, faced unemployment during the pandemic.

Marzola Business Solutions Needed Financial Security

During the pandemic, Marzola searched for employment in growing fields. His friend Miguel Aragon, an SPS agent, introduced him to the merchant services world. Aragon explained technology like contactless payments, online ordering, delivery app integration, and pay-at-the-table terminals were tools small businesses were looking to acquire to support evolving consumer behaviors and maintain revenues. Marzola explored several partner programs and trained with a payment processing company, but he decided the best option was to work with SPS full-time.

While Marzola couldn't have been happier with his role at SPS, going from collecting an unemployment check to a position that was all commission was challenging. Even though his residual income increased to a few thousand dollars per month, he still faced debt that grew during the pandemic. He needed a solution that would put him back on the path to financial security.



PARTNER

Marzola Business Solutions

CHALLENGE

Unemployment to commission-based pay caused financial insecurity making it challenging to focus on portfolio growth

SOLUTION

50x merchant residual buyout program to gain business capital growth with some left over for personal goals

SPS Delivers the Solution

Marzola began discussing his future at SPS with the Director of Business Development, Jordan Donmoyer. One of the programs that Donmoyer presented was SPS's 50x merchant residual buyout program. The 50x program offered a way to gain capital to grow Marzola's business and address his personal needs.

"The 50x program sounded like a dream come true. If this was a way to pay down our crippling debt and relieve that stress, I could better focus on the business without the strenuous pressure," stated Marzola.

The Benefits of Working with Secure Payment Solutions

Marzola was ready to move forward with the program in July 2022. After settling a few bigger payouts in September, SPS approved his portfolio payout. He received the letter of intent (LOI) and other documents to sign in October and secured his payout in mid-November.

Marzola has seen improvement in several key areas since getting his payout from the SPS 50x merchant residual buyout, including:

- Income to pay off debts
- Funds for marketing his business and networking
- Financial freedom to pay for personal expenses while saving
- Better focus on prospects and sales without debt stress
- Ongoing administrative and tech support from SPS

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"I am very thankful that SPS put this 50X program into effect. It came right at the proper time to restart my book of business, and I look forward to a prosperous future."

— Cameron Marzola, Owner
Marzola Business Solutions

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"SPS has created such a comforting atmosphere for its sales reps. The administration team is kind and helpful, and the tech support is very sharp to my merchants' needs."

— Cameron Marzola, Owner
Marzola Business Solutions

Who is Jordan Donmoyer?

As Director of Business Development for SPS, Jordan is responsible for generating strategic partnerships to drive revenue growth for SPS and its partners and acts as an additional valuable resource to help partners tap into their full potential.

Jordan found success in this role for many reasons, including representing SPS by leading with honesty and integrity in every interaction with their sales partners and building an instant level of trust with anyone who does business with SPS. He also provides SPS partners with a level of service they do not get from an average "recruiter," offering a personalized, proactive approach with partners to help drive recurring revenue growth.

