

# Secure Payment Solutions Contributes to a Partner's Success with Transparency and Integrity

Miguel Aragon, owner of Make it Happen Business Optimization, provides his clients with digital marketing, web design, and merchant services, but he needed a payment processing partner he could trust. Secure Payment Solutions (SPS) offered the honesty, integrity, and high level of customer service that led to a truly valuable partnership.

## Make It Happen Business Optimization Needed Visibility and Flexibility

When Miguel's partnership lacked support for payment processing solutions, a change was on the horizon to find a trusted partner with an easy-to-use solution and the support needed to run a successful business. Miguel Aragon experienced those challenges first-hand when he outgrew the partnership due to the lack of vision for growth and support he needed to build his future. The situation was impacting Miguel's business, his partner network, and their ability to close deals in a competitive market.

Miguel needed a partner that was straightforward, giving him and his sub-agents the service, support, and residuals they agreed to. His ISO also didn't have modern technology that Miguel and his partners could customize for merchants' unique needs and that would scale as their businesses grew.



### **PARTNER**

Make It Happen Business Optimization

### **CHALLENGE**

Payment processing partnership lacked support, transparency, customization, and scalability

### **SOLUTION**

A trusted partner with complete transparency, support, and service, a customizable solution, and competitive residuals

# SPS Delivers the Solution

Miguel first discussed his needs with Secure Payment Solutions Director of Business Development, Jordan Donmoyer. The SPS team worked with Miguel to understand the hurdles he faced working with different merchant providers in the past. Secure Payments Solutions addressed those pain points with a transparent, customized payment solution. SPS also offered a flexible partnership agreement with a program designed to help him recruit and retain sub-agents.

After creating a plan with SPS, Aragon stated, **“The team helped me feel comfortable, like family. The fact that they had a one-stop-shop for processing and payment solutions made it easy to quickly pick up the sales process for the sub-agent program I wanted to build out.”**

## The Benefits of Working with Secure Payment Solutions

Aragon said, “I have everything in the palm of my hand. Everything is very easy to work with, tech support is exceptional, and I always get my issues resolved quickly.”

**Miguel has seen improvement in several key areas since partnering with SPS, including:**

- Comprehensive portfolio of customizable payment solutions to help partners win more business
- Always having a place to go for help with exceptional service and support
- Transparent and easy to understand rate and fee structure
- A trusted partner with an ISO that pays a healthy residual on time
- U.S.-based service and support

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*“The benefits of working with SPS are the simple boarding of accounts with customizable agreements and office payment assistance.”*

— Miguel Aragon, Owner  
Make It Happen Business Optimization

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*“With SPS, my merchants know exactly what they are getting when it comes to rates and fees, as well as service expectations.”*

— Miguel Aragon, Owner  
Make It Happen Business Optimization

## 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 their 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.

