

Based On a \$10,000 CPE Sale...



WAIT! We Promised a 50% Increase...



What's Easier To Recommend?

When you are adding to the sale price like this example shows, success lies within how you present the solution and payment method. Therefore, what would be an easier price to recommend customers?

\$15,000 CASH UPFRONT

or

\$302 PER MONTH

Remember, with Frontier Shield you not only provide a palatable monthly payment, but it is an opportune time to lean into the added value. This removes the need to sell solely on price. Shield adds the following to your sale:

- 01. Locked in labor rates on full service for five years
- 02. All software upgrades included for five years
- 03. Technology Obsolescence Protection (SRG)
- 04. Act of God Coverage



Contact FFS For Additional Guidance

Your designated Frontier Financial Solutions contact is equipped to guide you in making credible and confident payment recommendations. Use them as a resource today.