Heartland

Partner Program

Always a partner, never a competitor.

Get a powerful competitive advantage with Heartland.

Our payroll products will complement your services, not compete with them.

Working toward the same goal. Heartland knows payments and payroll processing. That's what we sell and service every day. When you refer your customers to Heartland, we focus on serving them, not competing with you.

We reward client retention. That makes Heartland unique. Our sales compensation plan rewards our people not just for getting new clients, but for keeping them. With their income tied directly to client satisfaction and retention, our sales team has a personal stake in the value of their client base, so they're motivated to go the extra mile. When you put your trust in Heartland, we value and respect that. We understand that your strong reputation rides on every satisfied client referral.

People matter. That's why Heartland focuses on providing unrivaled service with every client interaction. Heartland's credo, entrepreneurs *respectfully* serving entrepreneurs, describes both who we are and how we work. It's at the core of everything we do. With more than 20 years experience empowering entrepreneurs across America, Heartland has a culture of service, teamwork and excellence. Our salesforce is out every day meeting face-to-face with clients, solving problems, creating opportunities and enabling business owners to achieve their goals. We earn your trust — and your business — every time your client processes payroll.

Partner with a proven leader

When you help your clients solve problems and overcome obstacles, both you and the client succeed. When Heartland plays a role in that success, we all win. That's the foundation of the Heartland Partner Program. We're unlike any company you've ever worked with because we have a fundamentally different way of doing business and defining success. When you partner with Heartland, you join a dedicated team with the tools, expertise and incentives to help you — and your clients — accomplish more than ever before.

Retain more clients

Securing new customers is a great start. Keeping them is often harder. Unlike many companies in the payroll industry, Heartland recognizes the value of client retention. That's why our team is incentivized to retain clients, not just acquire them. Your client is supported by a single point of contact — one person assigned to them — who handles all their questions and service needs. We share in your clients' business every pay period; we share in your clients' success every time they pay their employees.

Grow your portfolio

While you're focusing on your core strengths, Heartland helps you grow your book of business. We offer a customized payroll referral program, so you can generate an ongoing stream of revenue from every referral that results in a sold client. Whether you're planning to build a large book of business or just looking for an additional income stream, partnering with Heartland can be a valuable part of the equation.

Protect your client base

Why settle for a partner that markets products that compete with yours? You don't have to. Heartland aligns our product offering to complement our partners' offerings. We don't undermine your business; we work together to grow both of our businesses. We respect and honor your relationship; that's why we're your true partner…never your competitor.

Level the playing field for your clients

For too long, employers have had to sacrifice personal service to get the comprehensive payroll and HR tools offered by our national competitors. At Heartland, we provide a full suite of payroll processing, hiring and HR administrative tools that are easy to use and supported by subject-matter experts. With payroll from Heartland, your clients have an affordable tool for reducing administrative burdens and maximizing compliance with labor laws and payroll tax regulations.

Access the partner web portal

Heartland offers our partners reporting and lead generation tools that track lead submission and production of all active clients with detailed payment history. In addition, we provide email marketing programs that help you promote Heartland's payroll and HR solutions, while earning residual income from your relationship with Heartland.

Reporting features for payroll:

- Access and maintain your clients' payroll, tax and census information
- View information for multiple clients under one log-in
- Comprehensive portal providing access to your firm's clients
- Standard and custom reporting tools

About Heartland

Heartland delivers fast, secure, omnichannel payment processing and business solutions to more than 400,000 business locations nationwide. Product offerings include payments, payroll, point of sale, customer engagement and lending. Heartland pioneered the Merchant Bill of Rights, a public advocacy initiative to educate merchants about fair payment processing practices. Heartland Payment Systems is a Global Payments company (NYSE: GPN). Visit: heartland.us

Heartland

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