

TOP 12 REASONS TO USE YOUR INDEPENDENT CORETECH BROKER

1. No Quotas

Unlike a direct sales representative, your brokers don't have a quota, so they don't pressure you into quick decisions or incorrect products and services.

2. Understanding Your Business Needs

Unlike a provider's direct sales representatives who often can only offer a partial solution due to product limitations, your broker listens to your business needs and recommend the right provider(s) to meet your complete business need.

3. It's About Your Success

Most broker incentives are based on a monthly on-going commissions meaning the broker will stick with you through the life of the contract, unlike a provider's direct representative who is off to the next sale shortly after signing. Your brokers have a financial incentive to assist you today as well as when it's time to re-evaluate your provider options at renewal time.

4. Same Pricing as Direct Reps

Providers love brokers. Your broker does not cost them overhead for a computer, office, matching taxes, or insurance. This lower overhead allows them to extend the same pricing for the services you would buy from a provider's direct representative.

5. Limited or No Turnover

Your brokers are independent and are not subject to the constant employment changes typical with a provider's direct sales force. Your brokers have a business owner mentality and focus on your long term business needs and a long term relationship with you.

6. Truth vs. Commission

Because a broker's compensation is typically based on a small annuity commission from the providers they represent, they have a financial interest in telling the truth and providing a quality, long-term solution. A cancellation of service means your broker's paycheck ends so they have no incentive to sell you something you don't need.

7. Presentation of New Technologies

Your broker represents, work closely with, and constantly adds more providers to their portfolio, so they are typically very well-versed in the latest business solutions.

8. Single Solution Source

Your broker represent multiple providers which gives you the business solution choices you need. They save you time and money by doing the leg work to uncover your communications and technology options, saving you time and money.

9. Eye on Incentives and Promotions

Your broker represents multiple providers and are familiar with industry competitive rates, discounts, promotions, and incentives that allow you to get the best pricing when you are ready to make a decision.

10. Unbiased Opinions of Providers

By representing several providers, your broker can focus on the required criteria including product, price, service, geographical location and promotions in order to select the best providers and create a long-term solution for your company.

11. Tools

Your broker has unique tools to help you manage your communications and technology. These multiple provider support tools provide visibility, insight and management capabilities to enhance your business and profitability.

12. Support

CoreTech Brokers are part of a team dedicated to meeting your technology needs. Your team focuses on finding and organizing a solution for you. They help you ensure proper implementation, provide additional support (if the provider and you don't see eye to eye), and they can consult with you when your services need to be reviewed prior to expiration.

ENGAGE YOUR TECHNOLOGY SERVICES BROKER



**THERE IS NO-COST OR OBLIGATION TO
MEET WITH YOUR BROKER**



TopGolf*
*In select markets



Microsoft
Teams



Google
Meet



Zoom



In-Person