## **Supplier Recruitment Conversation Flow**

Introduction

- Specialist identifies the supplier's decision maker or A/R department and calls on your behalf
- Specialist explains the implementation of J.P. Morgan's electronic card payment program and if applicable, discusses participation requirements and change in payment terms
- Specialist verifies the supplier's remittance address

Benefits

- Specialist reinforces the benefits of SUA to the supplier:
- Accelerated payments that help reduce days outstanding
- A simplified process that eliminates the cost of processing checks
- . The ability to reduce administrative expenses, account collections and follow-ups

**Enrollment** 

- Specialist sends enrollment email to supplier with a link to the enrollment landing page
- Supplier completes the enrollment form, including email address(es) that will receive payment notifications
- Supplier receives a welcome email containing instructions on processing SUA payments

Closure

- · Specialist thanks the supplier for their time
- Specialist provides appropriate contact information for any supplier follow-up questions

J.P.Morgan