

## **PUT OUR PAYMENT NETWORK TO WORK FOR YOUR NON-PROFIT**

**The Goal:** To build a community of supporters to help sustain your organization

**The Solution:** DonorBOO\$T™

### **How it works:**

- Register your charitable organization with GMS as a non-profit partner.
- GMS will provide you with a referral form for you to provide to your board members, merchant supporters, family and friends that own or work for businesses that process credit cards.
- Once we receive a referral form, we will analyze their current solution and propose pricing **guaranteed** to save the business money.
- The net revenue we receive from the account will be split with the non-profit partner on a volume basis.
- The more your community shops at your network of preferred merchants, the more money is raised for your non-profit organization.

Gulf Management Systems, Inc., (GMS) began in 1992 providing payment solutions to small and medium business owners. In 2001, [www.4mycontribution.com](http://www.4mycontribution.com) was started to focus on non-profit fundraising. GMS has worked with over 1,500 non-profits and together we raise more than \$10 every minute of every day for these organizations either with sustained giving programs, on-line contributions and now through DonorBOO\$T.

Our non-profit partners measure success in love. We measure our success by the money raised by our non-profit partners: over \$5,000,000 in the last year.

### **To Get Started:**

Join our network today and register for DonorBOO\$T now - you can complete the enclosed enrollment form, or call 1-800-947-3156 and ask for Ray.

We welcome any questions, and look forward to working with you to support your cause!

Sincerely

*Raymond Leonardi*

**Donation & Payment Processing Consultant  
Gulf Management Systems, Inc.**

*Your partner for fast, affordable electronic payment solutions.*



## **How DonorBOO\$T Works**

The concept behind DonorBOO\$T is simple - this helps your organization to thoroughly harness your network of supporters, partners, and advocates. It's designed to reinforce those relationships in a sustainable, mutually beneficial manner, which in turn empowers your organization to dedicate more energy to its mission. Many non-profits get stuck in re-working the same ground for fundraising and would rather pursue additional avenues of financial support - this is the perfect solution to that challenge. Plus, this program truly incentivizes potential supporters in your community to become an ally for your cause.

When your organization partners with GMS, we provide a customized 1-page *DonorBOO\$T Referral Form* for your Board and volunteers to utilize. Any business (commercial or non-profit), no matter the size, is a potential candidate as long as they process payments of some kind. All your organization has to do is refer them to GMS, and our Payment Consultants will handle the rest. This is truly a win from all angles!

### **a WIN for your Supporters**

GMS **guarantees** a cost savings to that business entity if they sign up for one or more payment solutions (processing credit cards, recurring billing, etc.). We'll even do a free and confidential comparison analysis to put real numbers in front of their decision-makers. When it comes to payment processing services, we usually find multiple ways to improve the bottom line for business owners. Whether we're saving them \$500 per year or \$5000, GMS will save *real money* for them. Plus, they'll be supporting your cause through a service they were going to have to pay for anyway - they might as well get the best deal in the process!

### **a WIN for your Organization**

GMS will donate a portion of our net revenue from your successful referrals back to your organization on a monthly basis. This adds up significantly, and can be a terrific supplement to your existing fundraising efforts. The more you participate, the more we share:

<b><i># of DonorBOO\$T referrals</i></b>	<b><i>% revenue donated to your 501(c)3</i></b>
<i>1-25 business entities</i>	<i>10% net revenue shared by GMS</i>
<i>26-50</i>	<i>20%</i>
<i>51-75</i>	<i>30%</i>
<i>76+</i>	<i>40%</i>

### **a WIN for your Sustainability**

By fostering a mutually beneficial relationship that has real-world financial impact, this program virtually ensures that participating businesses in your community are going to continue to support your organization. They'll be more than satisfied by the value that GMS provides to their bottom line, and they'll be happy to be strategically aligned with your charitable organization. Don't forget to remind your circle of supporters to patronize participating businesses when possible - this reinforces the relationship and means more funds going back to your cause!

## **DonorBOO\$T Progress is Simple to Track**

GMS notifies your organization when progress is made with each referral, and residual donations for a referral typically begin flowing within 45-60 days of implementation of our services.

Donation payments are deposited in your organization's bank account by the end of each month, and GMS provides a summary report for your reference.

Some organizations may choose to casually share the results with participants, or to create a challenge among known supporters to see who can generate the greatest level of support (this is a great way to bolster a "matching grant" campaign or kick off a fundraiser for a specific cause!).

Other organizations prefer to keep this information more internal and private. Either way, the choice is yours, and your organization will have additional funds flowing in with regularity.

## **DonorBOO\$T is Easy to Implement**

Registering your organization in the DonorBOO\$T Program is an easy task - your organization simply needs to complete and submit the attached Enrollment Form. You may also enroll online at [www.4mycontribution.com](http://www.4mycontribution.com) if that is more convenient for your organization. Your organization will also need to provide a copy of a voided or canceled check so that GMS can validate where your donated funds will be deposited.

Once you enroll, your GMS Fundraising Coach will contact your organization within 48 hours and provide a customized DonorBOO\$T referral form for you to begin using immediately within your network. A sample referral form is enclosed below for your reference.

Please note, the program is most effective when the business that is being referred provides 2 or 3 recent months of payment processing statements at the time of referral. This data will remain absolutely confidential, and it helps GMS Payment Consultants to provide a thorough pricing comparison for the referral in a timely manner.

Remember, GMS **guarantees** a cost savings to all of your referrals - having a frame of reference makes this easier to demonstrate to the business owner your organization is referring.



# DonorBOO\$T™ Direct Debit/Credit Authorization Agreement / Enrollment Form

Gulf Management Systems, Inc.

- Please type or print clearly -

ORGANIZATION'S LEGAL NAME

FEDERAL TAX ID / EIN (9 digits)

ORGANIZATION'S "DOING BUSINESS AS" NAME (if different)

TELEPHONE NUMBER

ORGANIZATION'S PHYSICAL ADDRESS

CITY

STATE

ZIP

ORGANIZATION'S PRIMARY CONTACT NAME

EMAIL ADDRESS

The above named Service Provider hereby enrolls on to the DonorBOO\$T service offered by Gulf Management Systems, Inc. (GMS). The terms of the plan and agreement are listed on the following page of this enrollment form.

In accordance with the Direct Payment Service, I hereby authorize GMS, and/or its authorized agents, to initiate credit/debit entries for payment of moneys owed to me by customer making direct deposits to me through Gulf Management Systems, Inc. I also authorize, if necessary, adjusting credits/debits for entries made in error to my account. All such entries shall be made to the account indicated below and depository (bank) named below is hereby authorized to debit and/or credit the same from or to said account.

NAME OF ORGANIZATION'S BANK

BANK ADDRESS (branch utilized most frequently)

CITY

STATE

ZIP

BANK ACCOUNT NUMBER

This authority is to remain in full force and effect until I have provided written authorization to GMS for its termination at such time and in such manner as to afford its agent and Depository a reasonable opportunity to act on it (30 days). I represent and warrant that I am authorized and empowered to execute this authorization for the purpose of specified herein and indemnify and hold GMS and its agents harmless from any damage, loss or claim resulting from my authorized actions hereunder. By signing this authorization and enrollment form, I acknowledge and accept the terms of this agreement as stated on the following page of this authorization, enrollment form.

X

ORGANIZATION'S AUTHORIZED SIGNATURE

DATE

GMS APPROVAL: \_\_\_\_\_

DATE: \_\_\_\_/\_\_\_\_/\_\_\_\_

**Attach Copy of Voided Check Separately**

Revised 03/22/2012

WHEREAS, charitable organization desires that GMS act as Agent for the Organization in processing and transmitting debit and credit entries for entry to accounts maintained at certain banks and financial institutions, and WHEREAS, GMS desires to serve Organization in such capacity.

NOW THEREFORE, Organization and GMS agree as follows:

1. to be bound by the rules of the National Automated Clearing House Association (hereinafter called "NACHA Rules" or "Rules") and the laws of the United States, as they shall from time to time be in effect. In the event of conflict between the provisions of the Rules and those of this Agreement, the provisions of the NACHA Rules shall govern. Terms defined in the Rules shall have the same meaning in this Agreement.

2. With respect to each debit or credit entry submitted, Company warrants that:

A. The person/customer (hereinafter called "Participant") to whom the entry pertains has authorized the entry in writing prior to the submission to GMS by requesting payment via a Pre-arranged Payment Authorization.

B. Company has provided the Participant with a full and accurate representation of the product and service and this manner of payment, and

C. The Pre-arranged Payment Authorization is accurate, and conforms to all obligations, which Company owes to the applicable Participant and GMS.

3. Organization agrees to indemnify and hold GMS harmless from any loss, cost or expense (including Attorney fees) caused by Organization's intentional acts, breach of any warranty, mistakes, omission or failure to exercise reasonable care or to comply with the applicable rules, this Agreement or its agreement with the customer.

4. Organization shall promptly indemnify and hold GMS harmless from any and all claims, damages or expenses (including attorney fees and costs) resulting directly or indirectly from (a) the debiting, crediting, adjusting or otherwise dealing with the accounts of any person, including without limitation any changes of charge-backs associated with or resulting from or arising out of any financial institution in debiting, crediting, adjusting or otherwise dealing with the accounts of any person, as requested by Service Provider, (b) acts of God, war, interruption of communications facilities, acts of governmental authorities, acts of Service Provider or of third parties or other event or circumstance outside of the control of GMS, and (c) delay, inaccuracy or failure of Service Provider in initiating, implementing or fulfilling transactions, requests for information or other action of Organization required hereunder or otherwise to be performed by Organization. GMS assumes no liability under the Electronic Funds Transfer Act and Regulation E promulgated thereunder or any other applicable federal or state law or regulation, unless GMS has expressly agreed to do so in writing.

5. GMS makes no warranties, express or implied, to Organization in connection with services provided under this Agreement including, without limitation, any implied warranties or merchantability or fitness for a particular purpose.

6. Changes to the Organization's bank or bank account require ten (10) business day prior notice to GMS. Organization shall at all times maintain the Authorization Agreements in a safe place and allow GMS, to review such agreements as it, in its sole discretion, deems necessary and appropriate to investigate regulatory inquiries and to assure itself of the highest level of compliance and security regarding Participant Referrals.

7. Upon receipt of the DonorBOO\$T referrals, GMS will use reasonable care to process the referral request. GMS shall not be liable to any customer as a result of GMS's performance of its duties under this Agreement.

8. GMS shall not be liable for loss or damage to the Organization or the customer arising out of acts or omission of any third party including but not limited to courier services, any financial institution, the Federal Reserve Bank or any other party.

9. The percentage of net revenue shared by GMS to the Organization is based on the Organization's active number of referred participants. 1-25 participants results in a 10% net revenue share, 26-50 participants results in a 20% net revenue share, 51-75 participants results in a 30% net revenue share, and 76 or more participants results in a 40% net revenue share. Net revenue is calculated monthly based on the prior month's number of active participants.

9. To facilitate the transfer of the funds and to provide a means for Organization to settle with GMS for debit or credit entries processed by GMS on behalf of Organization, Organization agrees that funds collected from DonorBOO\$T customers will be paid over to Organization no later than the last business day of each month for funds collected during the prior monthly period. If the payment starting date or any subsequent payment date falls on the 29th, 30th or 31st of the month, payments will be processed on the last day of the month should that calendar date not exist. Payment dates which fall on a weekend or holiday are processed the first business day after the holiday or weekend. Organization also agrees that all fees, costs and expenses payable to GMS will be first deducted from the funds paid over to Organization, so that the Organization receives an amount net of such fees, costs or expenses.

10. The term of this Agreement shall be for one year from the date this Agreement was signed. Said one year term shall be automatically extended for consecutive one-year term. Service Provider agrees that GMS, shall be its exclusive agent for the terms contained in this Agreement.

Notwithstanding the foregoing, Service Provider may terminate this agreement by giving thirty (30) days written notice to GMS.

11. This Agreement may be modified only in writing when signed by both Organization and GMS. Notwithstanding anything in this Agreement to the contrary and confirmed by written notification from GMS, Organization's failure to abide by the terms and conditions of this Agreement may result in the immediate termination of all or designated service by GMS. Termination shall not relieve either party of any obligation or liability incurred prior to the effective date of such termination.

12. If an item is returned, for any reason, GMS will refer the item to Organization for final resolution.

13. Through this Agreement, Organization consents permission to GMS to utilize non-sensitive public information regarding the Organization's name, logo, testimonials, images, and website related content for marketing purposes.

14. This Agreement shall be governed by the rules and laws of the State of Florida, Pinellas County, and Pinellas County shall be the proper forum for the resolution of any dispute relating to this Agreement. If any provision of this Agreement is held to be invalid, void, or unenforceable, the remainder of the provisions shall remain in full force and effect and shall in no way be effected, impaired, or invalidated. In the event of litigation, the prevailing party may recover costs and reasonable attorney fees.

15. This Agreement, including any Attachments, constitutes the entire agreement between the parties and supersedes all prior written and/or oral agreements, between the parties. This Agreement may only be amended by an attachment or amendment in writing attached hereto. Neither party is relying on any warranties, representations or inducements except as stated herein.



# SAMPLE DONORBOO\$T REFERRAL SHEET



*Your logo here*

DonorBOO\$T Code: *Assigned by GMS*

Tap one in for YOUR Organization!

*Organization's Name*

**Please Type/Print and fully complete – ALL data is required to get the DonorBOO\$T Bonus**

Name of Business / Organization being Referred: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Referral Contact Name: \_\_\_\_\_

Referral Contact Phone: \_\_\_\_\_

**I am including 2-3 months of processing statements to help expedite the GMS cost savings analysis**

Referral Contact Email: \_\_\_\_\_

What payment or donation services does the business need help with? (check all that apply)

Retail Credit Card Processing

Online Credit Card Processing

Gift/Loyalty Card Processing

Mobile Credit Card Processing

Collection of Membership Fees

E-Check / ACH Processing

Payroll Direct Deposit Services

Recurring Billing Services

Scan Checks Remotely

I AM:

Submitting my Referral by Email: [info@gulfmanagementsystems.com](mailto:info@gulfmanagementsystems.com)

Submitting my Referral by Fax: (727) 669-7344

Submitting my Referral by U.S. Mail: GMS DonorBOO\$T Program  
2753 State Road 580, Ste 212  
Clearwater, FL 33761

## OPTIONAL

Additional Contact Name for Referral Updates: \_\_\_\_\_

Best Email for Updates: \_\_\_\_\_ Best Phone # for Updates: \_\_\_\_\_

Updates are best via:  Email  Phone  The Charity's Designated GMS Contact

## GMS Internal Use Only

Tracking Status: \_\_\_\_\_ Coding Status: \_\_\_\_\_ Implementation Date: \_\_\_\_\_ Boost QC: \_\_\_\_\_