



The Green Sheet

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Let's pull up our socks, and give

By Steve Schwimmer

NAOPP

There is excitement in today's payments industry, and I am thrilled to be part of it. I am also pleased to serve as President of the National Association of Payment Professionals (NAOPP) for 2007. I have been in the industry more than 15 years and have always striven to create best practices both in my own business and industry-wide.

NAOPP's mission is to provide education, benefits, liaison and representation, and certification to all sales professionals in the payment processing industry. Founded in 2003, the organization is dedicated to assisting merchant level salespeople (MLSs). NAOPP works to build bridges between the MLS community and other segments of the payment processing industry.

Members of NAOPP appreciate the many contributions of time and resources made by the association's inaugural sponsors. They have kept NAOPP a strong and viable voice in the industry. The group is succeeding because of the foresight of its founders, executive leadership and board of directors.

In support of the industry's feet on the street, NAOPP supplies tools to tackle obstacles in the marketplace. It does this through educational programs and alliances formed with the card Associations, Electronic Transactions Association and other industry groups.

NAOPP also wants to foster good sense and self-regulation. I will work toward maintaining high standards so that the value MLSs provide to merchants is widely understood.

Each year poses new opportunities to pursue and challenges to address. NAOPP has an unbelievable pool of talent and expertise. Together, we can accomplish great things.

I reach out to you – members, new members, past members and founders – for your valued input and collective abilities as we tackle renewed goals. This must be a team effort. NAOPP's board of directors has honed its team-building and leadership skills. And you, as MLSs, are vital to the team.

Volunteer first for NAOPP, not to advance your personal agenda. Do not think of what you will gain from the experience. Think instead of what you can give. It has been proven time and again the more you put in, the more you get out.

NAOPP is building on a foundation of service, while forming a solid vision for the future. Committee involvement has grown phenomenally and reflects areas vital to members' livelihoods: training and certification, education, marketing and visibility, and membership.

We need your participation. Come build your future with us. For more information about NAOPP, visit www.naopp.com. 

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