



## Program Guide

### **Direct to Borrower: Credit Based Financing Option**

Description: Multi-lender platform that provides approves to individuals with credit scores as low as 600 and for amounts up to \$35,000. Maximum terms of 60 months. Interest rates will vary from 3.99% to 32.99% (other rates may apply), subject to borrower credit. Funds are funded directly to the borrower who then pays the merchant.

Customer Process: Applications are submitted through a unique loan application provided to the business. An email is sent back to the applicant with a link to the verification process. Upon completion, an instant decision is presented. Pre-approvals are subject to verification of certain information provided on the application. Final approval/funding can take from 2 to 7 days, depending on the diligence of the borrower

Business Criteria: Any size business acceptable. New businesses acceptable. Home based businesses acceptable.

Cost to Business: 5.9% of the lesser of the application or funded amount collected from the business 10 days after funding

Documents Required (from business): voided business check and proof of business (business license, sales tax license, etc.)

Steps: Have merchant complete on-line merchant application located at <https://flexxbuy.com/new-merchant-application>. Decision time: 1 to 2 days after receipt of all required documents

### **Direct to Merchant: Credit Based Financing Option**

Description: Multi-lender platform that provides approves to individuals with credit scores as low as 600 and for amounts up to \$10,000 (\$25,000 for Home Improvement and Medical). Maximum terms of 60 months. Interest rates will vary from 13.99% to 29.99% , subject to borrower credit. Funds are funded directly to the merchant. All sales must be made face-to-face.

Customer Process: Applications are submitted through a unique loan application provided to the business. The business or applicant complete the application. Upon approval, the business collects certain information from the business and presents it back through the portal. The merchant is funded directly, usually within 3 business days after the delivery of the product or completion of the service and upon borrower verification.

Business Criteria: Businesses with an annual revenue of \$500,000 preferred (\$250,000 + possible). Brick and mortar only, except for home improvement . Business must be at least 1 year old. Contractors license, if applicable. Positive reviews and background check.

Cost to Business: A discount of 1% to 6% (depending on credit grade is deducted from the funding of the loan to the business. Additional costs for SAC promotions (6 months-+3%, 12 months-+6%, 24months-+11%). See Business Vertical list for Flexxbuy post funding fees and discount exceptions.

Documents Required (from business): voided business check, proof of business (business license, sales tax license, etc.), 2 months bank statements , picture of inside/outside of business (or branded vehicle), return/refund policy

Steps: Have merchant complete on-line merchant application located at <https://flexxbuy.com/new-merchant-application> . Flexxbuy Support submits application and required documents into program portal for approval. Portal Agreement is sent to merchant for esignature. Decision time: 2 to 3 weeks after receipt of all required documents and signed Agreement.



### **Flexlease Option: No Credit Check Lease Purchase (Primary)**

Description: No credit check lease purchase option for selective consumer goods- primarily larger “non-pawnable” products. No down payment is required by the lessee at time of purchase (the only program that does this). The max term is 18 months (competition is 12 months) with a 90 day quick pay (10% buyout). Amounts from \$300 to \$2,300. Applicant must have a valid checking account in good standing for 90 days and at least \$1,000 in monthly income (not verified). **Not available in , Mn, NJ and NH. For California, 12 Months Only with a 90 Day Same As Cash Option.**

Customer Process: Application can be made on-line from any location or in store. Instant decisions provided. Business provides sales receipt/invoice and borrower's photo id. Funding to business is done in 3 to 5 days. Merchandise must be in possession of customer prior to funding. New merchandise only. No money is paid at time of sale. A small admin fee (\$25 for Quick pay Option ) is added to the first payment.

Business Criteria: Minimum of 1 year in business (less than 1 year year if using Synchrony, Wells Fargo or TD Bank). Must offer a return/cancellation policy. Business must be in good standing (BBB, on-line search, etc.)

Cost to Business: 1% Total Discount. California has a 4% Discount because must have SAC Option.

Documents Required (from business): voided business check and proof of business (business license, sales tax license, etc.), picture of inside/outside of business, copy of cancellation/return policy (**separate additional merchant application required**), **owner's driver's license**

Steps: Have merchant complete on-line merchant application located at <https://flexxbuy.com/new-merchant-application>. Flexxbuy support staff will send program specific lender application to merchant for completion and request any documentation not provided. Completed package will be sent to underwriting. Decision time: 3 to 5 days after receipt of all docs and submission to underwriting.

**\*\* Note: If no other program is being selected, Merchant can complete the Flexlease specific Application located at <https://flexxbuy.com/flexlease-option-enrollment/>**

\*\*\* For large prospective merchants, customization is possible. Inquire with management.

### **Program 33: No Credit Check Lease Purchase Alternative**

Description: No credit check lease purchase option for most consumer goods (excluding cell phones). Five month renewable term. A 90 day quick pay option is available. Amounts up to \$1,500 (high volume, well established businesses may get up approved up to \$3,500. Pre-pay debit cards are acceptable for qualified businesses, others will require customers to have a valid checking account.

Customer Process: Application can be made in store (ecommerce solution available). Instant decisions provided. Business provides sales receipt/invoice and borrower's photo id. Funding to business is done in 3 to 5 days. Merchandise must be in possession of customer prior to funding. First payment is paid at time of sale.

Business Criteria: Most consumer goods businesses acceptable. Business must be in good standing (BBB, on-line search, etc.) and up to date with the Secretary of State.

Cost to Business: 3.3% taken from business funding amount . There is a 3% post funding fee charged by Flexxbuy

Documents Required (from business): voided business check and proof of business (business license, sales tax license, etc.), picture of inside/outside of business, copy of sales invoice. (**separate additional merchant application required**)

Steps: Have merchant complete on-line merchant application located at <https://flexxbuy.com/new-merchant-application>. Flexxbuy support staff will send program specific lender application to merchant for completion and request any documentation not provided. Completed package will be sent to underwriting. Decision time: 10 to 14 days after receipt of all docs and submission to lender



### **Program 15: Sub-Prime Lease Purchase Program Alternative**

Description: Sub-prime lease purchase programs for amounts from \$500 to \$100,000. It can be used for both consumer and commercial products. Terms from 24 to 60 months. Credit scores as low as 550 accepted. Lessee pays a \$125 admin fee at time of funding on amounts under \$3,500. There is no early payoff promotion option.

Customer Process: Application is submitted by borrower or business through a unique application provided by Flexxbuy. Typically, 15 minute decision during business hours. If lessee accepts terms, business provides as invoice to Flexxbuy. Executed lease documents are then returned to Flexxbuy for submission to the lender. Process can take 1 or 2 business days. First payment and incidentals due at time of funding. All payments can be made via check or credit card/debit card. No checking account is required.

Business Criteria: Business must be in good standing and in business a minimum of one year.

Cost to Business: All lender costs are built into the lease. Business received 100% of sales invoice. There is a 3% post funding fee charged by Flexxbuy

Documents Required (from business): voided business check and proof of business (business license, sales tax license, etc.)- additional docs may be requested by lender at their discretion

Steps: Have merchant complete on-line merchant application located at <https://flexxbuy.com/new-merchant-application>. Decision time: 2 to 3 days.

### **Program 47: Sub-Prime Lease Purchase Specialty Program (auto repair, parts and related products, consumer goods, pets, bridal)**

Description: Sub-prime lease purchase programs for amounts up to \$5,000. Terms is 12 months with a 90 day quick pay payoff promotion available. Dynamic pricing starting at approximately 10% (subject to credit). Credit scores as low as 550 accepted. In person sales only.

Customer Process: Application is submitted by borrower or business through a unique application . Instant decisions provided. Signed agreement and copy of id required. Customer must have a valid checking account that is at least 60 days open in good standing. First payment taken at time of approval/acceptance. Funding to business in 3 to 5 business days.

Business Criteria: Business must be in good standing .

Cost to Business: Business received 100% of sales invoice. There is a 5% post funding fee charged by Flexxbuy

Documents Required (from business): voided business check and proof of business (business license, sales tax license, etc.), picture of inside/outside of business .

Steps: Have merchant complete on-line merchant application located at <https://flexxbuy.com/new-merchant-application>. Flexxbuy support staff will send lender agreement to merchant for signature and request any required support docs not provided. Decision time: 1 to 2 days after signed lender agreement and receipt of all required docs.



## Business Vertical Glossary

| <u>Business Vertical</u>   | <u>Direct-to-Borrower</u> | <u>Direct-to-Merchant</u> | <u>Flexlease</u> | <u>Other Program</u>                               |
|--|---------------------------|---------------------------|------------------|--|
| Consumer Goods   | Not recommended           | Yes (3% PF Fee)           | Yes              | Program 15, 33, 47                                 |
| <u>Exceptions</u>  |                           |                           |                  |  |
| Mattresses   | Not recommended           | Yes (3% PF Fee)           | Yes              | Program 33, 47                                     |
| Jewelry  | Not recommended           | No                        | No               | Program 33, 47                                     |
| Consumer Electronics   | No                        | Yes (3% PF Fee)           | No               | Program 33, 47                                     |
| Medical and Medical Devices  | Yes                       | Yes (1% PF Fee)           | Yes (devices)    | Program 15, 33 (devices)                           |
| Dentistry, Lasik, Veterinary, Out of Pocket Hospital, Wheelchairs, Scooters, Hearing Aids, Chair Lifts, Medical Beds, Other Devices  |                           |                           |                  |  |
| Medical (all other)  | Yes                       | Yes (1% PF Fee)           | No               | No   |
| Maximum funding discount of 10%  |                           |                           |                  |  |
| Home Improvement   | Yes                       | Yes (2% PF Fee)           | No               | Program 15 (certain products only, excludes labor) |
| Auto Repair  | Not recommended           | Yes (3% PF Fee)           | No               | Program 47   |
| Tires, Wheels, Rims  | Not Recommended           | Yes (3% PF Fee)           | No               | Program 47, 33                                     |
| Car Stereo/Alarm   | Not recommended           | No                        | No               | Program 47, 33                                     |
| Funeral  | Yes                       | Yes (+3% PF Fee)          | No               | No   |
| Power Sports   | Yes                       | Yes (+3% PF Fee)          | No               | Program 33 (not titled and less than 150 cc power) |
| Pets   | Not recommended           | Yes (+3% PF Fee)          | No               | 47   |
| No puppy mills, Maximum funding discount of 10%  |                           |                           |                  |  |
| Other Businesses   | Yes                       | No                        | No               | No   |
| Service businesses, consulting, Attorneys, Professional Services, Website Development, Vocational Training, Trade Schools, Travel, All other businesses, except restricted |                           |                           |                  |  |

### Restricted Businesses

Guns and Other Weapons  
 Auto Loans  
 Porn  
 Taxidermy (any business that profits from the death of animals)  
 Anything Illegal  
 Cell Phones