

**Program Pricing:**

**Version 1.6.16**

**Setup/Enrollment Fee:** \$99 (Sales Partner is paid any amount above this. Suggested fee is \$299). Flexxbuy collects the fee at time of setup with first approved Program. (\$25 bounce fee will be added to the merchant fee or deducted from commission for any returned check drafts/ACH)

**Monthly Minimum Fee:** \$59 per month collected 30 days after Setup and every 30 days thereafter. Fee is waived if Merchant/Client funds a minimum of \$3,000 in consumer loans during the preceding month.

\*\* The above charges can be adjusted or waived for major accounts. Management approval is required

Gross Commission is total commission earned by Flexxbuy. Sales commission is contracted portion of that.

**Credit Based Platforms**

<b>** See Business Vertical Glossary</b>	<b>Program 1: Direct to Borrower Credit Based Platform</b> Gross commission: 3%	<b>Program 3: Direct to Merchant Credit Based Platform</b> Gross commission: 1.5% to 2.5%
Program Description	Single Application, Multi-lender platform that funds the borrower and approves consumers with credit scores as low as 500 (lender below 600 caps at \$10,000), amounts from \$1,000 to \$40,000. <b>The borrower is funded directly.</b> Pre-approvals are subject to verification of certain information . Final approval/funding can take 1 to 7 days	Single Application, Multi-lender platform that approves consumers with credit scores as low as 600, amounts from \$1,000 to \$10,000 (\$15,000 for medical and home improvement). Maximum term is 60 months. <b>The business is funded directly</b> after delivery of the product or service and upon borrower verification. Medical pre-funded up to 14 days prior to procedure. Stage funding is available for home improvement. Multiple loans to the same borrower can be merged. <b>This product is primarily for medical and larger auto repair and home improvement businesses.</b>
Business Requirements	Any size business acceptable. New businesses acceptable. Home based businesses acceptable.	<b>Minimal annual revenue of \$1,000,000 .</b> No Home Based Businesses, except for home improvement . <b>Business must be at least 1 year old. Strict vetting.</b>
Required Documents	Flexxbuy Merchant Application, voided check, business license	Flexxbuy Merchant Application, voided business check,, 2 months bank statements (Can be waived for large multi-million businesses) , return/cancellation policy description, business license (only for Home Improvement Contractors)
Cost to Borrower	0% to 6% closing cost deducted from loan upon funding	None
Cost to Merchant	<b>3.9% of funded loan plus a \$49 admin fee</b> deducted from business 10 days post funding  <b>Lay Away Financing (LAF):</b> \$49 Admin Fee only deducted from business 10 days post funding	<b>2% to 9% (based on industry and credit tier) discount deducted from payment to Business plus a 1.0% post funding fee</b> collected by Flexxbuy from Business
Borrower Terms/Promotions	Rates from 3.9% to 32%, based on credit grade. <b>No SAC Promotions,</b> Up to 60 month loan terms	Rates from 12.99% to 29.99%, based on industry and credit grade. Promotions- <b>0% 6 months-+3% discount,</b> 0% 12 months-+6% discount, 0% 24months-+12% discount
Business Setup Time	Typically <b>1 to 3 days for decision/setup</b>	Typically up to <b>30 days for decision/setup</b>



## Additional Programs

Gross Commission is total commission earned by Flexxbuy. Sales commission is contracted portion of that.

### **Program 33: No Credit Check Lease Purchase Alternative** Gross Commission: 1.5%

Description: No credit check lease purchase option for most consumer goods (excluding cell phones). Five month renewable term (up to two renewals). 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. Lender collects first payment. Funding to business is done in 3 to 5 days. Merchandise must be in possession of customer prior to funding.

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. **Must be in business a minimum of two year and have a minimum of \$500,000 in annual sales.**

#### Cost to Business:

Furniture, Mattress, Appliances 1.5% taken from business funding amount

Electronics 3% taken from business funding amount

Jewelry 5.5% taken from business funding amount

Auto, Optical 5% taken from business funding amount

Other 2% taken from business funding amount

#### **No Post Funding Fee**

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, owner's driver's license. **(separate additional merchant application required)**

Decision time: 10 to 14 days after receipt of all docs and submission to lender

**Not available in New Jersey, Wisconsin, West Virginia, Rhode Island**

### **Program 31: No Credit Check Lease Purchase Alternative** Gross Commission \$25 per funded lease

Description: No credit check lease purchase option for furniture, appliances, electronics (including TVs, laptops, tablets and smart phones), auto (tires, wheels, rims, audio, accessories. Amounts up to \$5,000 **(up to \$1,200 for Automotive and \$6,000 for HVAC and Water Heaters)**. **For HVAC/Water Heaters, can include cost of entire job, including installation.** Term from 12 to 24 Months (based on lease amount). Maximum 20 months for car audio and wheels and tires. 90 Day SAC (pay no fees if paid off in 90 days). \$49.95 due at signing (Option A- Lower Offer) or First payment due at signing (Option B- Higher Offer)-paid to retailer.

Customer Process: Application made in store. Instant decisions provided. Business provides sales receipt/invoice and borrower's photo id. Customer pays \$49.95 or first lease payment to the store **(for auto, a 5% security deposit is collected from consumer which is returned upon completion of lease)**. Funding upon delivery of merchandise.

Business Criteria: Business must be in good standing (BBB, on-line search, etc.) and up to date with the Secretary of State. **Must be in business six months with one additional LTO platform or 1 year without.**

Cost to Business: 1% taken from business funding amount by finance company. **For Auto**, 5% is taken from business funding amount.

#### **No Post Funding Fee**

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, photo id.

Decision time: 10 to 14 days after receipt of all docs and submission to lender

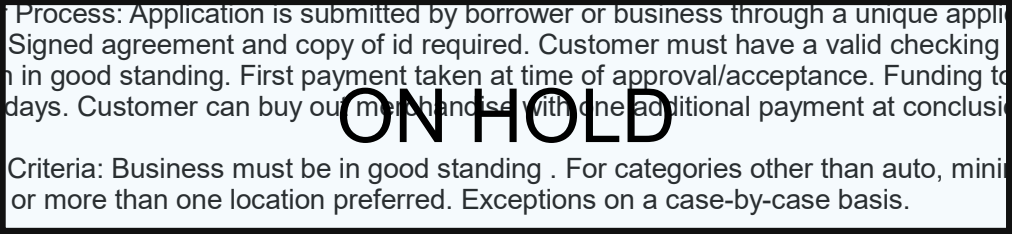
**Not available in the following states:** Alaska, Arizona, Delaware, Hawaii, Idaho, Illinois (Chicago only not available) Minnesota, Montana, Nebraska, New Jersey, New Mexico, New York, North Dakota, Oregon, Rhode Island, South Dakota, Washington, West Virginia, Wisconsin, Wyoming



**Program 47: Sub-Prime Lease Purchase Specialty Program (auto repair, parts and related products (no audio and video), consumer goods, pets, bridal) Gross Commission: 3%**

Description: Sub-prime lease purchase programs for amounts up to \$5,000. Terms is 12 months **(24 month term on leases over \$1,000)** 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. Customer can buy out merchandise with one additional payment at conclusion of the lease.



Business Criteria: Business must be in good standing . For categories other than auto, minimum annual revenue of \$1 million or more than one location preferred. Exceptions on a case-by-case basis.

Cost to Business: **Business received 97% of sales invoice.** Merchant is either set up with funds coming out through sale or through a 3% post funding fee collected 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, photo id, sales receipt w/return policy.

Decision time: 1 to 2 days after signed lender agreement and receipt of all required docs.

**No furniture stores in NY. No jewelry stores in Tx, NC, SC**

**Program 46: Sub-Prime Lease Purchase Program (consumer goods) Gross Commission: 3%**

Description: Sub-prime lease purchase programs for amounts from \$200 up to \$6,000. Terms is up to 36 months. Credit scores as low as 550 accepted. In person, web based and ecommerce sales . 30 days SAC (60 days for furniture). Lower payments than other programs. Bi-weekly consumer payments. Initial deposit of first bi-weekly payment. No pre-payment penalty and discounts for early payoff. Consumer owns the product at end of lease.

Customer Process: Application is submitted by borrower or business through a unique application on any device with internet access . Lender call customer within 5 to 10 minutes. Total transaction time approximately 15 minutes. Signed agreement and copy of id required. Customer must have a valid checking account for three months; Net monthly income of at least \$1,300; 1 year current employment. Funding to business in 3 to 5 business days.

Business Criteria: Business must be in good standing . New business acceptable. No revenue requirement. Home based businesses acceptable. Phone and web based businesses acceptable.

All consumer goods except for power sports, cell phones (laptops, computers, ok),

Cost to Business: **Business received 97% of sales invoice** (3% discount)

Documents Required (from business): voided business check and proof of business (business license, sales tax license, etc.), picture of inside/outside of business (if brick and mortar), owner's photo id.

Decision time: 1 to 2 days after signed lender application/agreement and receipt of all required docs.

**Not available in NJ, Mn, Wi, Vt**



**Program 28: Prime to Sub-Prime Loan Program** (Automotive Repair - transmissions, brakes, radiator, etc, Automotive Wheels & Tires ,Collision Repair ( insurance deductible and any non insured work, Furniture/Mattress/Appliance - new product, not used retailers) **Gross Commission: 1%**

Description: Prime to Sub-prime loan (not lease) programs for amounts up to \$4000. Terms is 12 months to 24 months with a 90 day interest free promotion available. Instant on-line decision. Dynamic pricing (29% to 199%) depending on credit. Approvals down to 550 credit score and lower (also, no credit consumers). No money down at time of purchase. First payment due 30 days later. No pre-payment penalty. Both product and service can be financed. The customer owns the product immediately. Lender reports activity to Experian and Trans Union (helps build credit). **Merchant gets paid same day (even pre-delivery).**

Customer Process: Application is submitted by borrower or business through a unique on-line application . Instant decisions provided. For approval, applicant must have: a social security number, govt. photo id, Banking info 90 days of clean banking with no overdrafts), Major credit or debit card, email address, cell phone, minimum monthly income of \$1,000, 1 reference.

Business Criteria: Moderate vetting of the business owner and business will occur. A soft credit pill (no inquiry on credit) will be pulled on the business owner. Must be a brick and mortar location.

Cost to Business: **Business received 97% of sales invoice (2.99% discount).**

Documents Required (from business): voided business check and proof of business (business license, sales tax license, etc.), picture of inside/outside of business, owner's photo id . They may ask for other docs as required.

Decision time: 5 to 7 days after signed lender agreement and receipt of all required docs.

**Not available in NY, VT and CT**



## Business Vertical Glossary

<u>Business Vertical</u>	<u>Program 1: Direct-to-Borrower</u>	<u>Program 3: Direct-to- Merchant</u>	<u>Other Program(s)</u>
Furniture (LAF)	Yes	No	31,46, 28
Appliances (LAF)	Yes	No	31,46, 28
Mattresses (LAF)	Yes	No	31,46, 28
Electronics (LAF)	Yes	No	33,31,46
Auto Repair(LAF)	Yes	Yes	28
Tires/Wheels (LAF)	Yes	No	31,46, 28
Car Stereo/Audio/Acc. (LAF)	Yes	No	31,33 ,46
Optical (glasses, etc.) (LAF)	Yes	No	33, 46
Jewelry (LAF)	Yes	No	33, 46
Pawn Shops(LAF)	Yes	No	46
Other Consumer Goods(LAF)	Yes	No	33, 46
Medical	Yes	Yes	No
Medical Devices	Yes	Yes	33, 46
Chiropractor	Yes	Yes	No
Home Improvement	Yes	Yes	No
HVAC/Water Heaters	Yes	Yes	31, 46 (heating and air conditioning products- no service
Funeral	Yes	Yes	No
Power Sports	Yes	No	33 (not titled/ less than 50 cc power
Hobby/Toys(LAF)	No	No	46
Bridal	Yes	No	46
Pets (LAF) No puppy mills, Maximum funding discount of 10%	Yes	No	46, 28
Legal Services	Yes	No	No
Other Businesses Service businesses, consulting, Professional Services, Website Development, Vocational Training, Trade Schools, Travel, All other businesses, except restricted	Yes	No	No

\*\*\* Lay Away Financing (LAF)

### Restricted Businesses

Guns and Other Weapons  
 Auto Loans (Program 1 can be used if a business does not have a traditional car lender)  
 Porn  
 Taxidermy (any business that profits from the death of animals)  
 Anything Illegal  
 Cell Phones

## Review State Limitations For Each Program



## Program Pros and Cons

	Pros	Cons
Program 1	<ul style="list-style-type: none"> <li>Tremendous merchant flexibility with few docs required</li> <li>Large lender pool</li> <li>Deep credit score approvals</li> <li>Lowest interest rates for very prime consumers</li> <li>Largest funding amounts (up to \$40,000)</li> <li>No initial payment required by lender</li> <li>Low funding fee to merchant</li> </ul>	<ul style="list-style-type: none"> <li>Funds are paid directly to borrower</li> <li>Funding subject to documentation</li> <li>No 0% promotions</li> <li>Lender closing costs (0% to 6%)</li> </ul>
Program 3	<ul style="list-style-type: none"> <li>Merchant funded directly</li> <li>Competitive fee to merchants</li> <li>Instant and firm decisions</li> <li>0% promotions available</li> <li>Strong for medical (better than Care Credit)</li> </ul>	<ul style="list-style-type: none"> <li>Strict and lengthy vetting of merchants. Very selective. (primarily looking for medical)</li> <li>Limited max loan amounts</li> <li>High interest rates for top credit score borrowers</li> <li>Limited industries</li> <li>No good support</li> </ul>
Program 33	<ul style="list-style-type: none"> <li>Available for hard to place verticals (jewelry and various other consumer goods)</li> </ul>	<ul style="list-style-type: none"> <li>Very strict vetting of merchants. Very selective.</li> <li>Program not as strong as other no credit check (buyout at end of lease, no 0% promotion)</li> <li>Quick to downgrade and cancel merchants</li> </ul>
Program 31	<ul style="list-style-type: none"> <li>Strong terms among no credit check programs (up to 24 mos, low discount, 90 days 0% promotion)</li> <li>Strong in key categories (furniture, mattresses, appliances, etc)</li> <li>Very unique program for HVAC/Water Heaters</li> </ul>	<ul style="list-style-type: none"> <li>Strict vetting of merchants</li> <li>Support not strong</li> <li>Limited states</li> </ul>
Program 47	<ul style="list-style-type: none"> <li>Very flexible in merchant selection. Only lease program that can be used for all auto repair</li> <li>Very high approval percentage</li> <li>Low merchant fee</li> <li>Dynamic pricing (good terms for people with excellent credit)</li> <li>White Glove Program for high volume merchants</li> </ul>	<ul style="list-style-type: none"> <li>High upfront payments for category</li> <li>Buyout at conclusion of lease to own product</li> <li>High payment terms for people with sub-prime credit</li> <li>Selective on non-auto merchants (jewelry, furniture, mattress, etc.)</li> </ul>
Program 46	<ul style="list-style-type: none"> <li>Very flexible in merchant selection. Fast and easy approval.</li> <li>Favorable terms for category (low payments, no pre-payment penalty)</li> <li>Low initial payment</li> <li>Almost all consumer goods</li> <li>Merchant can use any method for sale (in-person, phone, ecommerce, etc)</li> </ul>	<ul style="list-style-type: none"> <li>Consumer approval process awkward (online combined with manual process)</li> <li>Limited hours</li> <li>Requires documentation from consumer</li> </ul>
Program 28	<ul style="list-style-type: none"> <li>No payment due at sale</li> <li>Loan, not lease. No pre-payment penalty</li> <li>Financing for service as well as product portion of sale</li> <li>High approval rates</li> <li>No documentation required from consumer</li> <li>90 days 0% promotion</li> <li>Payments reported to credit bureaus</li> </ul>	<ul style="list-style-type: none"> <li>Very high interest rate for sub-prime consumers</li> <li>Brick and mortar only and sale must take place in store</li> </ul>