



Program Guide

Version 1.6.29

Program Pricing:

Setup/Enrollment Fee: \$199, \$299 or \$399 (Commission paid: \$100, \$200 or \$250). 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 Subscription Fee: \$59 per month collected 30 days after Setup and every 30 days thereafter. All Fees collected are applied toward future funded loans as a rebate .

** 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 unless otherwise stated.

Credit Based Multi-Lender Platform

| ** See Business Vertical Glossary | Credit Select Plus: Direct to Borrower Credit Based Platform (Core) Gross commission: 3.5% | Credit Select Plus: Direct to Merchant Credit Based Lending Solution (Bonus- subject to selection and eligibility) Gross Commission: 3% (Sales Partner earns 2%) |
|-----------------------------------|--|--|
| Program Description | Single Application, Multi-lender platform that funds the borrower and approves consumers with credit scores as low as 500 (lender below 600 generally caps at \$10,000), amounts from \$1,000 to \$50,000. The borrower is funded directly. Pre-approvals are subject to verification of certain information . Final approval/funding can take 1 to 7 days. Typical funding time for an applicant, that provides required documents as requested, is 2 to 3 days. | Single Application Direct to Merchant lending solution that approves consumers with credit scores as low as 580, amounts from \$500 to \$10,000 . The business is funded directly after delivery of the product or service and upon borrower verification. Process can be completed at point of sale face-to-face or by phone. Business is funded directly in approximately 3 to 5 business days. |
| Business Requirements | Any size business acceptable. New businesses acceptable. Home based businesses acceptable. | Minimum of 1 year in business. Minimum Annual Sales of \$500,000 (\$1 million preferred).No bankruptcies in last 2 years. Must pass business review (business credit report pulled) and have good reviews on-line. Must be in approved industries. |
| Required Documents | Flexxbuy Merchant Application, voided check, business license | Flexxbuy Merchant Application (lender terms will be sent to the merchant for execution after receipt of application), voided check, business license (valid contractor license in home improvement and medical certification for medical), acceptable return/cancellation/warranty policy, pictures of inside and outside of business (if applicable), photo id |
| Cost to Borrower | 0% to 6% closing cost deducted from loan upon funding | 0% |
| Cost to Merchant | 3.9% of funded loan plus a \$49 admin fee deducted from business 10 days post funding (subject to merchant's collection of sale from consumer) Lay Away Financing (LAF): \$49 Admin Fee only deducted from business 10 days post funding | There are three risk categories of approved industries. Standard pricing is 2%, 3%, and 7% (see Business Vertical Glossary for examples of standard pricing). Highest risk category included 6 mos same as cash. Same as cash promotions are available at approximately: 6 mos (+2%), 12 mos (+5%), 18 mos (+8%), 24 mos (+10%). There are slight variations per category. Additional information can be found in Agent Resources. |
| Borrower Terms/Promotions | Rates from 3.9% to 32%, based on credit grade. Very sub-prime loans are available in some states that include rates of 100%+. Merchant can request exclusion from these offers . No SAC Promotions, Up to 60 month loan terms | Rates from 26.99% to 28.99% (based on risk category). Minimum loan amount is \$500 and maximum is \$10,000. Maximum term is 48 months. |
| Business Setup Time | Typically 1 to 3 days for decision/setup | Typically 5 to 7 days for a decision. |



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), . Amounts up to \$5,000 (**\$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). 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 . 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. No Home Based Businesses.**

Cost to Business: 1% taken from business funding amount by finance company. **For HVAC**, customer pays a 5% security deposit that is refunded at the conclusion of the lease.

New- Good for Jewelry. Maximum lease is \$2,500. Cost to business- 5%.

New- Good for Optical. Maximum lease is \$1,500. Cost to business- 1%

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, Minnesota, Montana, Nebraska, New Jersey, New Mexico, New York, North Dakota, Oregon, Rhode Island, South Dakota, Washington, West Virginia, Wisconsin, Wyoming



Program 34: Prime to Sub-Prime Auto Repair and Accessories (no auto stereo) Financing Gross Commission: 1%

Description: Prime to Sub-prime loan program for amounts from \$350 up to \$7,500. Terms is up to 36 months (depending on loan amount). Dynamic pricing starting at 9.99% to a maximum of 32% Interest rate (subject to credit and state requirements). Credit scores as low as 550 accepted. 60 Day Interest Free Window. Point of Sale Materials are provided. Lender can integrate with most Service Marketing vendors.

Customer Process: (1) Customer completes application on-line (any device) in repair shop or home. (2) An instant decision is provided. (3) Service center completes the vehicle repair. (4) Customer e-signs Loan Document (5) Funds are ACH'd into service center within 48 hours. **No payment due at time of sale. Customer has a 60 day interest free window to pay off loan.**

Business Criteria: Business must be in good standing . Standard background check completed.

Cost to Business: **Business received 95.5% of sales invoice (4.5% Discount).**

There is a lender setup fee and monthly minimum (collected directly by lender) fee as follows:**

- **\$99 setup/monthly minimum fee for Independent Repair Shop- Lender charges \$ 299 on the street**
- **\$199 setup/monthly minimum fee for Franchise Auto Dealers Repair Shop (example. Nissan, Toyota, CarMax, etc.) - Lender charges \$299 on the street**

**** These fees are in addition to the enrollment and monthly minimum fees 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, photo id, sales receipt w/return policy. (No Documents Required if Franchise Chain)

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

Not currently available in: Nevada, North Dakota, New York, Massachusetts, Connecticut, Virginia, West Virginia, Tennessee, South Carolina, Georgia, Alaska, Hawaii

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). **Note: This Program is best for businesses that can withstand an extended sale cycle since loan underwriting can be extensive. Businesses that have a ticket of \$2,000+, ecommerce businesses or sell a specialty products preferred.**

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: 7 to 10 days after signed lender application/agreement and receipt of all required docs.

Not available in NJ, Mn, Wi, Vt



Program 56: MYCFMG- Prime to Sub-Prime Auto Repair, Tires and Wheels Financing Gross Commission: 1% (Sales Partner commission 0.75%)

Description: Prime to Sub-prime loan program for amounts from \$800 up to \$5,000. This is a revolving line of credit that can only be used in the approved store Terms is up to 36 months (depending on loan amount). Interest rate or 36% to 39% (subject to credit and state requirements). Credit scores as low as 550 accepted. 6 or 12 month Interest Free Window available. Point of Sale Materials are provided.

Customer Process: (1) Customer completes application on-line (any device) in repair shop or home. (2) An instant decision is provided. (3) Service center completes the vehicle repair. (4) Customer e-signs Loan Document (5) Funds are ACH'd into service center within 48 hours. **No payment due at time of sale. No checking account required.**

Business Criteria: Business must be in good standing . Standard background check completed.

Cost to Business: **Business received 92% of sales invoice (8% Discount). Add 1% for 6 months interest free, add 3% for 12 months interest free.**

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: 7 to 10 business days after signed lender agreement and receipt of all required docs.

Available in All 50 States

Program 15: Prime to Sub-Prime Lease Purchase Program Alternative for B-to-B Sales Gross Commission: 12%

Description: Sub-prime lease purchase programs for amounts from \$500 to \$100,000. It can be used for commercial products only. 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 an 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. New businesses accepted.

Cost to Business: **Business received 100% of sales invoice.**

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

Decision time: 2 to 3 days.



Business Vertical Glossary

| <u>Business Vertical</u> | <u>Credit Select Plus/Lay Away Financing</u> | | <u>Other Program(s)</u> |
|---|--|---------------------------|--|
| | <u>Direct-to-Borrower</u> | <u>Direct-to-Merchant</u> | |
| Furniture | Yes (LAF) | Yes | 31,46 (last resort) |
| Appliances | Yes (LAF) | Yes | 31,46 (last resort) |
| Mattresses | Yes (LAF) | Yes | 31,46 (last resort) |
| Electronics | Yes (LAF) | Yes | 33,31, 46 (last resort) |
| Auto Repair | Yes (LAF) | Yes | 34, 56 |
| Tires/Wheels | Yes (LAF) | No | 4, 46 (last resort), 56 |
| Car Stereo/Audio/Acc. | Yes (LAF) | No | 33 |
| Optical (glasses, etc.) | Yes (LAF) | No | 31, 33, 46 (last resort), 9 |
| Jewelry | Yes (LAF) | No | 31, 33, 46 |
| Pawn Shops | Yes (LAF) | No | No |
| Other Consumer Goods | Yes (LAF) | Yes (selective) | 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 | Yes | 33 (not titled/ less than 50 cc power, 8 |
| Bridal | Yes | No | No |
| Pets No puppy mills, | Yes(LAF) | No | 46 |
| Legal Services | Yes | No | No |
| Auto Sales | Yes | No | No |
| Service businesses, consulting, Professional Services, Website Development, Vocational Training, Trade Schools, Travel, All other businesses, except restricted | Yes | Yes (selective) | No |
| Commercial Products (B-to-B) | Yes | No | 15 |

*** LAF= Lay Away Finance Program

Restricted Businesses

Guns and Other Weapons
 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 |
|--|---|--|
| Credit Select Plus Program (Core- DTB Multi-Lender Platform) | <ul style="list-style-type: none"> Tremendous merchant flexibility with few docs required Large lender pool Deep credit score approvals Lowest interest rates for very prime consumers Largest funding amounts (up to \$50,000) No initial payment required by lender Low funding fee to merchant | <ul style="list-style-type: none"> Funds are paid directly to borrower (initial deposit suggested to lock in sale) Funding subject to documentation No 0% promotions Lender closing costs (0% to 6%) |
| Credit Select Plus Program (Bonus- DTM Solution) | <ul style="list-style-type: none"> Direct to Merchant funding for businesses that require it Good solution for high volume merchants 0% promotional offers to consumers No closing costs to consumers | <ul style="list-style-type: none"> Selective merchants only. Fairly strict vetting will be applied.. \$10,000 maximum Questionable client support Higher interest rate for Prime Credit borrowers |
| Program 31 | <ul style="list-style-type: none"> Strong terms among no credit check programs (up to 24 mos, low discount, 90 days 0% promotion) Strong in key categories (furniture, mattresses, appliances, etc) Good for Jewelry. Very unique program for HVAC/Water Heaters . | <ul style="list-style-type: none"> Strict vetting of merchants Support not strong Limited states |
| Program 46 | <ul style="list-style-type: none"> Very flexible in merchant selection. Fast and easy approval. Favorable terms for category (low payments, no pre-payment penalty) Low initial payment Almost all consumer goods Merchant can use any method for sale (in-person, phone, ecommerce, etc) | <ul style="list-style-type: none"> Consumer approval process awkward (on-line combined with manual process) and can be extensive Limited hours Requires documentation from consumer |
| Program 34 | <ul style="list-style-type: none"> Good for all auto repair Aggressive underwriting (approvals as low as 550 credit scores) Instant decisions and fast funding directly to merchant Wide loan amount range of \$350 up to \$7,000 Low interest rates. Much more competitive than lease programs No money due at time of inception 60 day interest free window (no interest owed if paid within 60 days) Easy 0n-line process | <ul style="list-style-type: none"> Lender setup and monthly minimum fees apply |
| Program 56 | <ul style="list-style-type: none"> Good for all auto repair Very Aggressive underwriting (approvals as low as 550 credit scores) Instant decisions and fast funding directly to merchant Wide loan amount range of \$800 up to \$5,000 Low interest rates. Much more competitive than lease programs No money due at time of inception 6 and 12 month interest free options available Consumer is not required to have a checking account Easy 0n-line process Available in all 50 states | <ul style="list-style-type: none"> Higher discount rates to merchants than other programs |
| Program 33 | <ul style="list-style-type: none"> Available for hard to place verticals (jewelry and various other consumer goods) | <ul style="list-style-type: none"> Very strict vetting of merchants. Very selective. Program not as strong as other no credit check (buyout at end of lease, no 0% promotion) Quick to downgrade and cancel merchants |



Program Pros and Cons

| | Pros | Cons |
|------------|--|--|
| Program 15 | <ul style="list-style-type: none">• Excellent for Commercial B-to-B• Long terms, low payments• High flexibility on merchant approval• High amounts• Pre-funding available• High commissions | <ul style="list-style-type: none">• Not an instant decision process• Funding can take up to one business day• Commercial products only |