



# Program Guide

Version 1.6.34

**Program Pricing:**

**Setup/Enrollment Fee:** \$240 one time or; \$40/month for 10 months. Flexxbuy collects the fee/first installment at time of enrollment.  
 Commission: \$200 (Flexx Pro); \$150 Flexx Pro POS (businesses that are set up with the Lay Away Finance Program)  
 Note: If Setup/Enrollment Fee is made over installments, a \$150 termination fee will apply if canceled, withdrawn or terminated within 90 days of enrollment

**Monthly Subscription Fee:** Flexx Pro- \$59 per month collected upon Setup and every 30 days thereafter. All Fees collected are applied toward future funded loans as a rebate . Flexx Pro POS- \$29 per month collected upon Setup and every 30 days thereafter.

\*\* 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**

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|--|--|
| <b>** See Business Vertical Glossary</b> | <b>Credit Select Plus: Direct to Borrower Credit Based Platform (Core)</b><br><br><b>Gross commission: 3.9%/ \$49 (LAF)</b>  |
| 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. <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. Typical funding time for an applicant, that provides required documents as requested, is 2 to 3 days. |
| Business Requirements                    | Any size business acceptable. New businesses acceptable. Home based businesses acceptable.<br><br>Not currently available for applicants that reside in Ct and WV.   |
| Required Documents                       | Flexxbuy Merchant Application, voided check, business license  |
| Cost to Borrower                         | 0% to 6% closing cost deducted from loan upon funding  |
| Cost to Merchant                         | <b>3.9% of funded loan plus a \$49 admin fee</b> deducted from business 10 days post funding (subject to merchant's collection of sale from consumer)<br><br><b>Lay Away Financing (LAF):</b> \$49 Admin Fee only deducted from business 10 days post funding  |
| 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 . Up to 60 month loan terms   |
| Business Setup Time                      | Typically <b>1 to 3 days for decision/setup</b>  |

**Program 4: FlexxSpend- No Credit Check, Interest Free Monthly Payment Plan Credit Card Program**

Gross Commission: TBD (Value Added Program)

Description: **For merchants that accept credit card payments.** A solution that enables customers to pay for purchases with an existing credit card by splitting the cost into interest-free monthly payments (2 to 12 months). There is no credit check or application required. Approvals are instant. The criteria is that the customer has to have the availability to purchase the entire transaction on one or two credit cards. The payments to the merchants are guaranteed other than the normal risk of a charge back. There are two plans. The Basic Plan, merchant receives payment in monthly installments. The Funded Plan, merchant receives full payment upfront. Can be used at brick and mortar, in-home, phone or on-line sale.

Customer Process: Customer applies for program. Once approved, merchant 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. The full amount of the purchase is authorized. The process is repeated each month for the applicable term.

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.** No minimum requirement for Basic Plan. Minimum two years at same location (brick and mortar). No charge-back rate.

Cost to Business: Basic Plan: 1.5% + \$1 per installment (up to 6 months), 1.5% + \$1 per installment (7 to 12 month plan). Funded Plan: 3% + \$1 per installment (up to 6 months), 1.5% + \$1 per installment (7 to 12 month plan). \*\* All fees are in addition to any credit card processing fees incurred by merchant.

Documents Required (from business): voided business check and proof of business (business license, sales tax license, etc.), owner's driver's license. **For Funded Plan, lender may ask for 3 months bank and credit card statements**

Decision time: Basic Plan: 2 to 3 business days. Funded Plan, up to 10 to 14 business days.

## Notes:

1. Available in US and most of the world
2. All fees are in addition to any credit card processing fees incurred by merchant.
3. Not available with Stripe, Square and PayPal credit
4. Restricted Industries (Funded Plan Only): Used car dealers, Banks and other lending institutions, Insurance carriers, Money service businesses, Adult entertainment, Marijuana distributors, Non-profit entities, Government entities, Online Gambling Services, Timeshare, Travel Clubs Others-subject to lender discretion

**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, Hawaii, Idaho, Montana, New Jersey, New Mexico, New York, North Dakota, Oregon, South Dakota



**Program 55: Prime to Sub-Prime Last Resort Retail and Auto Repair Better Consumer Payment LTO Program**

Gross Commission: 1.5%

Description: Prime to Sub-prime LTO program for amounts up to \$6,500. Terms is up to 24 months . Dynamic pricing based on credit with better consumer pricing than other Lease-to-Own programs. Credit scores as low as 590 accepted. Instant credit decisions with a soft credit check (no inquiry on credit report). Any sale method acceptable. Can be integrated into ecommerce Woo Commerce shopping cart. Business does not have to be a brick-and-mortar.

Customer Process: (1) Customer completes application on-line (any device) from anywhere. (2) An instant decision is provided. (3) Customer e-signs Document (4) Funds are ACH'd into business account within 48 to 72 hours. **No payment due at time of sale.**

Business Criteria: Business must be in good standing and have \$10,000 in the bank . First page of most recent bank statement is required to verify.

Cost to Business: **Discounts vary by industry.**

Medical Devices- 5%,

Furniture, Mattresses, Auto Dealer Repairs, Mobility Scooter, Pets, Musical Instruments, Sporting Goods, Tools- 6%

Tires and Rims-7% , Jewelry, ATV's. Cell Phone- 8% , Bikes/eBikes- 9%,

Other business categories upon request

Documents Required (from business): voided business check and proof of business (business license, sales tax license, etc.), picture of inside/outside of business (brick and mortar only), photo id, Most recent bank statement (all pages).

Decision time: 3 to 5 business days after signed lender agreement and receipt of all required docs.

**Available in all 50 states**

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

Description: **Sub-prime lease purchase programs for amounts from \$200 up to \$12,000.** 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: 1 to 2 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 with a minimum revenue of \$800,000. 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: 10 to 15 business days after signed lender agreement and receipt of all required docs.

**Available in All 50 States (No Tire Stores in Texas, New Mexico, Oklahoma and Arkansas)**

**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.



**Program 7: Specialty Direct-To-Merchant Multi-Lender Platform For High Revenue Merchants** **Gross Commission:**  
**1% to 2% (Depending on lender)**

Description: Prime to No Credit Required lenders for mostly product oriented businesses with **revenue of \$1 million+**. Merchant **must get approved by the individual lenders** and lenders will be placed in the portal as approved. Each lender does its own underwriting. See lender descriptions below for specifics on each lender. Merchant's sales method can be a point-of-sale, by phone or through ecommerce. Shopping integration requires an IT professional to work with the platform partner. All shopping carts are supported. All lenders pay the merchant directly within three to five business days.

Customer Process: Consumer submits one application and through an algorithm, the application is submitted to eligible lenders for an instant decision. The process is paperless and can be completed from any device.

Business Criteria: Business must be in good standing with a minimum revenue of \$1 million. Standard background check completed. Business must have a good reputation. Some lenders may pull a credit report on the business owner. Minimum 1 year in business.

Cost to Business: **A 5% discount is deducted from the amount paid to the merchant. (merchant receives 95% of sale)**

Documents Required (from business): Varies by lender (see lender descriptions below).

Decision time: Varies by lender.

**See lender descriptions for available states, available verticals and other criteria.**



**Program 7, Lender 1: Prime to Off-Prime Installment Loan Lender** Gross Commission: 1%

Description: Installment loans from \$1,000 to \$15,000. Term: 24 to 60 Months. Credit Score: 660+. 0% promotion available from 6 to 24 months. 14.99% APR to customers

Verticals: Appliances, Consumer Goods, Drones, Electronics, Fitness Equipment

Available in all states.

Documents Required: voided check, business license, owner's driver's license

**Program 7, Lender 2: Prime to Sub-Prime Lease/ Installment Loan Program** Gross Commission: 2%

Description: Lease installment programs from \$500 to \$5,000. Term: 12 to 24 months. The term includes a lease for a number of months followed by an installment payoff of the balance. Pricing to consumer is dynamic based on credit. Credit Score: 575+.

Verticals: Appliances, Consumer Goods, Auto Repair , Electronics, Fitness Equipment, Medical Equipment, Jewelry

Most recent bank statement required

Not available in Illinois

Documents Required: voided check, business license, bank statement, owner's driver's license

**Program 7, Lender 3: Prime to Sub-Prime Lease/ Installment Loan Program** Gross Commission: 2%

Description: Lease installment programs from \$200 to \$5,000. Term: 12 to 18 months. Program is available as a lease-to-own in certain states and an installment loan in certain states. Pricing to consumer is dynamic based on credit. Credit Score: 525+.

Verticals: Appliances, Consumer Goods, Auto Repair , Electronics, Fitness Equipment, Medical Equipment

Most recent bank statement required

Installment loan states: AK, AZ, CA, DE, HI, ID, IL, KS, KY, MO, NH, NM, NV, NY, OR

Lease-to-own states: AL, AR, FL, GA, IA, LA, MA, MI, MT, NE, NC, ND, OH, RI, TN, TX

Not available: CO, CT, DC, IN, MD, ME, MN, MS, NJ, OK, PR, SC, VT, WV, WY

Documents Required: voided check, bank statement, owner's driver's license

**Program 7, Lender 4: No Credit Check Lease Program** Gross Commission: 2%

Description: Lease program from \$300 to \$2,000. Term: up to 18 months. Applicants must have at least \$1,000 monthly income. First monthly payment is due at checkout. After 5 months of payments consumer can- return the product to the lender; buy the product at the residual value; continue making payments for up to 18 months and then own the product. Early buyout option in the first 90 days.

Verticals: Consumer Goods, Electronics, Auto Repair (parts must be equal to 51% of total), Furniture, Medical Devices, Jewelry

Not available in NJ, WI, VT, WV

Documents Required: voided check, owner's driver's license



**Flexx Extend Program: In-House Financing/Payment Plan Solution** Commission: \$100 Setup Fee/ \$15 for each loan setup

**Optional Add-On Program**

Design your own in-house financing plan that we manage for you. Ideal for service businesses and businesses that sell a high profit margin product.

Defaults are low because to the consumer, it looks like a third party loan. There are no payments for you to collect or collection calls. We do it all for you.

\* Plan offerings are designed to take into account the payout worthiness of the applicant, the product/service you offer, and profit margin. You decide the risk and the amount required for down payment. We can run credit on each application and you determine the approval criteria or, you can decide to approve everyone. The choice is yours.

\* Easy on-line application

\* Credit, banking & fraud analysis

\* Control your own credit terms: You have the ability to vary the minimum down payment, interest rate and term according to your risk comfort

\* You have complete management of the billing and payments life cycle.

\* Consumer portal and communications

\* Much lower default rates than self-managed payment plans

\* Earn interest to offset costs and risks

\* Utilize it to collect on existing accounts receivables

\* Proven technology with over 50 billion transactions annually

\* Co-branded loan environment and portal

Cost To Business: \$495 Additional one time setup fee for customized plan, training and orientation plus, \$39.95 Additional monthly subscription fee. A merchant account with Card Connect is required for In-House Payment Plans

Documents Required: voided check, copy of FEIN (Federal Tax ID), business owner's driver's license

Cost to Consumer: \$49.95 Plan Origination Fee, \$5 Monthly Transaction Fee

Allow 4 to 6 weeks for complete customization and setup



## Business Vertical Glossary

| <u>Business Vertical</u>  | <u>Credit Select Plus/Lay Away Financing<br/>Direct-to-Borrower</u> | <u>Other Program(s)</u>                                      |
|---|---|--|
| Furniture   | Yes (LAF)   | 4, 31,46, 55, 7*   |
| Appliances  | Yes (LAF)   | 4, 31,46, 55, 7*   |
| Mattresses  | Yes (LAF)   | 4, 31,46 ,55, 7*   |
| Electronics   | Yes (LAF)   | 4,31, 46, 55, 7*   |
| Auto Repair   | Yes (LAF)   | 4, 56, 55, 7*  |
| Tires/Wheels  | Yes (LAF)   | 4, 46 , 56, 55, 7*   |
| Car Stereo/Audio/Acc.   | Yes (LAF)   | 4, 46, 7*  |
| Optical (glasses, etc.)   | Yes (LAF)   | 4, 31, 46, 55  |
| Jewelry   | Yes (LAF)   | 4, 31, 46, 55, 7*  |
| Pawn Shops  | Yes (LAF)   | 4  |
| Other Consumer Goods  | Yes (LAF)   | 4, 46, 55, 7*  |
| Medical   | Yes   | 4  |
| Medical Devices   | Yes   | 4, 46, 55, 7*  |
| Chiropractor  | Yes   | 4  |
| Home Improvement  | Yes   | 4, 46 (Water filtration Systems, Cabinets, Blinds)           |
| HVAC/Water Heaters  | Yes   | 4, 31, 46 (heating and air conditioning products- no service |
| Funeral   | Yes   | 4  |
| Power Sports  | Yes   | 4 (not titled/<br>less than 50 cc<br>power , 55 (ATVs)       |
| Bridal  | Yes   | 4  |
| Pets<br>No puppy mills,   | Yes(LAF)  | 4, 55  |
| Legal Services  | Yes   | 4  |
| Auto Sales  | Yes   | 4  |
| Service businesses, consulting, Professional Services, Website Development, Vocational Training, Trade Schools, Travel, All other businesses, except restricted | Yes   | 4  |
| Commercial Products (B-to-B)  | Yes   | 4, 15  |
| Cell Phones   | No  | 4, 55  |

\*\*\* LAF= Lay Away Finance Program

\* Program 7 is subject to \$1 million in revenue and individual lender approval

### Restricted Businesses

- Guns and Other Weapons
- Porn
- Taxidermy (any business that profits from the death of animals)
- Anything Illegal

**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"> <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 \$50,000)</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 (initial deposit suggested to lock in sale)</li> <li>Funding subject to documentation</li> <li>No 0% promotions</li> <li>Lender closing costs (0% to 6%)</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>Good for Jewelry.</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 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> <li>High tickets up to \$12,000</li> </ul>   | <ul style="list-style-type: none"> <li>Consumer approval process awkward (on-line combined with manual process) and can be extensive</li> <li>Limited hours</li> <li>Requires documentation from consumer</li> </ul>                           |
| Program 55   | <ul style="list-style-type: none"> <li>Good for almost all products</li> <li>Aggressive underwriting (approvals as low as 590 credit scores)</li> <li>Instant decisions (soft credit pull) and fast funding directly to merchant</li> <li>Wide loan amount range up to \$6,500</li> <li>Lower monthly payments than other LTO programs</li> <li>No money due at time of inception</li> <li>Easy On-line process</li> <li>Easier merchant approval process</li> </ul>  | <ul style="list-style-type: none"> <li>Discounts on the high side</li> </ul>   |
| Program 56   | <ul style="list-style-type: none"> <li>Good for all auto repair</li> <li>Very Aggressive underwriting (approvals as low as 550 credit scores)</li> <li>Instant decisions and fast funding directly to merchant</li> <li>Wide loan amount range of \$800 up to \$5,000</li> <li>Low interest rates. Much more competitive than lease programs</li> <li>No money due at time of inception</li> <li>6 and 12 month interest free options available</li> <li>Consumer is not required to have a checking account</li> <li>Easy On-line process</li> <li>Available in all 50 states</li> </ul> | <ul style="list-style-type: none"> <li>Higher discount rates to merchants than other programs</li> </ul>   |
| Program 4  | <ul style="list-style-type: none"> <li>Available for all verticals</li> <li>Great value added solution</li> <li>Available for all sales methods</li> <li>Great hook for new customers</li> <li>High approval rate if customer has available credit card</li> </ul>  | <ul style="list-style-type: none"> <li>Merchants must accept credit cards</li> <li>Not guaranteed payment up-front unless approved for funded plan</li> </ul>  |



## Program Pros and Cons

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