

**FIXED RATE PROGRAM** NO MERCHANT TRANSACTION OR PROCESSING FEES**STANDARD CREDIT**

AMOUNT	RATE	MAX TERM	MAX AMORT.	MONTHLY PAYMENT FACTOR *	
				12 YEARS	15 YEARS
\$1,000 - \$2,499	11.99%	60 Months	144 Months	0.01333	-
\$2,500 - \$4,999	9.99%	60 Months	144 Months	0.01212	-
\$5,000 - \$9,999	8.99%	60 Months	180 Months	0.01155	0.01029
\$10,000 - \$60,000	7.99%	60 Months	180 Months	0.01082 + \$1.61 (Fee)	0.00955 + \$1.42 (Fee)

**EXTENDED CREDIT** Designed for applicants who do not qualify for the Standard Credit program

AMOUNT	RATE	MAX TERM	MAX AMORT.	MONTHLY PAYMENT FACTOR *	
				12 YEARS	15 YEARS
\$1,000 - \$2,499	11.99%	60 Months	144 Months	0.01333	-
\$2,500 - \$4,999	9.99%	60 Months	144 Months	0.01212	-
\$5,000 - \$9,999	9.99%	60 Months	180 Months	0.01212	0.0109
\$10,000 - \$60,000	9.99%	60 Months	180 Months	0.01195 + \$1.78 (Fee)	0.01074 + \$1.60 (Fee)

\* Use payment factors to quickly quote a payment. Example: \$9,000 purchase price x 0.01029 = \$92.61 per month

- Approvals are valid up to 180 days
- One or more of the applicants must be the homeowner
- Customer fee of 1.5% is applied on all programs (up to a maximum of \$149)
- Loans are completely open, no prepayment penalties

**CLOSE MORE DEALS WITH THESE TIPS**

- ✓ **Offer financing every time.** Always include a monthly payment with every home improvement quote.
- ✓ **Talk payments as well as total price.** Example: \$92.61 per month is more compelling than \$9,000.00.
- ✓ **Bring it up first.** Don't assume your customers know it's an option, be the one to bring up financing.
- ✓ **Promote it everywhere.** Include example payments in all your advertising to attract more customers.

\*Financing and payments are subject to credit approval. Always include "on approved credit" when offering a monthly payment.

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## PROMOTIONAL PROGRAMS PROGRAM FEES APPLY

### DEFERRED PAYMENTS

DEFERRAL PERIOD	PROGRAM FEES
3 Months	1.99%
6 Months	4.49%
12 Months	9.99%

No payments and no interest during the deferral period

### 2.99% INTEREST BUY-DOWN

TERM	PROGRAM FEES
36 Months	6.99%
48 Months	7.99%
60 Months	8.99%

2.99% introductory interest rate for the duration of the term.

### 3.99% INTEREST BUY-DOWN

TERM	PROGRAM FEES
36 Months	5.99%
48 Months	6.99%
60 Months	7.99%

3.99% introductory interest rate for the duration of the term.

### 4.99% INTEREST BUY-DOWN

TERM	PROGRAM FEES
36 Months	4.99%
48 Months	5.99%
60 Months	6.99%

4.99% introductory interest rate for the duration of the term.

### 5.99% INTEREST BUY-DOWN

TERM	PROGRAM FEES
36 Months	3.99%
48 Months	4.99%
60 Months	5.99%

5.99% introductory interest rate for the duration of the term.

### 6.99% INTEREST BUY-DOWN

TERM	PROGRAM FEES
36 Months	2.99%
48 Months	3.99%
60 Months	4.99%

6.99% introductory interest rate for the duration of the term.

### 0% INTEREST / EQUAL PAYMENTS

TERM	PROGRAM FEES
12 Months	5.99%
24 Months	9.99%
36 Months	13.99%
48 Months	19.99%
60 Months	24.99%

Purchase is completely paid for by the end of the term. 0% interest.

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