

SUCCESS CHECKLIST



Follow our checklist to maximize the benefits of offering payment plans and help grow your sales.

PREPARE

- Create pricing options** - Have monthly payment quotes ready for multiple price points and make it easy for customers to select the option that fits your business.
- Schedule training for your staff** - Help customer-facing employees sell financing with confidence by scheduling sales enablement training with us.
- Implement Financeit Direct into your sales process** - Our customer self-serve application can help generate new business. Add a custom Financeit Direct link to your website, email signatures and social media channels.

PROMOTE

- Offer promotions** - Sell more with our powerful promotional programs, including no payments, no interest deferrals and our 0% equal payments plans.
- Display point-of-sale materials** - Stock up on our free tent cards, posters and brochures. Stand out from the competition by making it clear that your business offers an affordable payment option.
- Advertise payment options** - Include a sample payment plan in all your advertising. For example, *"Build your dream kitchen for just \$96.50 per month."* *

* Estimate only. Based on a 180-month amortization period at 7.99%. Financing and payment options are subject to credit approval.

POSITION

- Start the conversation** - Introduce the concept of financing at the start of the sales process. Always talk about payments, not total price.
- Be consistent** - Offer your customers a monthly payment option, every time.
- Reward your sales force** - Provide incentives to your team to lead with financing and, when their sales grow, reward their success.

*This Success Checklist is intended for informational purposes only and should not be relied upon as legal advice. Please ensure that when engaging in promotional activities you comply with all applicable advertising and consumer protection laws.

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