



# **CE – Wells Fargo Retail Financing Program**

## **Dealer Information Guide**



# Program Information

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- Revolving Charge Program
- Open-ended line of credit
- 27.99% APR variable
  - 24.24% plus prime adjusted quarterly
- Minimum monthly payment is the greater of 3.5% of the highest balance or \$25
- Promotions designed to help trigger sales



# Wells Fargo Financial Retail Services

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What can be financed?

- HVAC Systems
- Windows
- Doors
- Bath & Showers
- Garage Doors
- Lawn & Garden Projects
- Decks
- Utility Sheds
- Awnings
- Yard Play Systems
- Solar Pool Heaters
- And many more Home Projects



# Enrollment Process

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1. Go to [www.carrierenterprise.com](http://www.carrierenterprise.com)
2. Look for “Financing Program” link
3. Click on “Financing Program” link
4. Click on “Enroll Now”
5. Follow the directions



# After Completing Enrollment

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- Within 10 days, you will receive two e-mail confirmations that will allow you to activate your account:
  1. One containing your merchant id (16 digits long)
  2. The second containing your system generated password
- Via US mail, you will receive a packet of supplies containing:
  1. Applications
  2. Charge Slips
  3. Credit Card Act Disclosure
  4. Completion Certificates (TX only)



# Activating Your Account

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1. Go to [www.wffrs.com](http://www.wffrs.com)
2. Look for “First Time Login” and enter your merchant ID and Password emailed to you after enrollment
3. Follow the instructions and create your permanent log-in credentials
4. Be sure to keep your log-in information in a safe place



# Application Processing Methods

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1. By phone
2. Electronically:
  1. Via Wells Fargo Processing System (IPS)  
or
  2. “AT HOME” Wells Fargo link from your website
3. Fax (Fees will apply)



# Application Processing

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- The processor is notified of the decision
- The merchant will receive a faxed confirmation
- The customer will receive:
  - Home Projects credit card (or)
  - Rejection letter



# Obtaining an Authorization

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To charge a job to the homeowner's account, the dealer/contractor will need to obtain an authorization.

1. Sign into IPS [www.wffrs.com](http://www.wffrs.com)
2. Go to **Transaction Processing**
3. Go to **Authorize for Future Delivery**
4. Enter the Customer's account number
5. Enter the amount required (rounded up to the next dollar)
6. Enter the plan numbers associated to the promotion
7. Enter the Ticket number (either yours or the one on top of the **Charge Slip**)
8. Sales person ID (optional)
9. Submit
10. Maintain the authorization number given

# Completion of the Charge Slip

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Can be done at the time of the sale or after the job is completed!

–Once you have completed required documents, obtain customer's signature on the following:

- The completed ***Charge Slip/Notice of Cancellation***
- The Credit Card Act Disclosure (half sheet of paper)
- The ***Completion Certificate*** (Texas Only)

# Obtaining Funding from WFFRS

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1. Sign into IPS [www.wffrs.com](http://www.wffrs.com)
2. Go to Transaction Processing
3. Go to Charge for ***Previously Authorized Ticket***
4. Complete the dollar amount
5. Fill in the plan number
6. Complete the MFG Number (Brand of Equipment installed)
7. Fill in the authorization number
8. Enter the ticket number (either yours or the one on top of the ***Charge Slip***)
9. Enter the sales person ID (optional)
10. Submit
11. A faxed confirmation of payment will be faxed to you the next business day.
12. Verify that the deposit was made into your checking account

## Next Steps

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- Mail the paper application to Wells Fargo
  - Not necessary, if the customer completed the application using the **AT HOME** link!
- File the *Charge Slip/Notice of Cancellation* and the Credit Card Act disclosure with you sales records.
  - These must be maintained for 7 years.



# Financing Programs

Interest Rate	Buy Down	Repayment Factor
27.99% (Std Program)	1.00%	3.50%
12.90%	2.50%	2.00%
9.90%	4.75%	2.00%
6.90%	8.00%	2.00%



# Financing Promotions

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## Deferred Interest with Monthly Payment

<b>TermPromo</b>	<b>Fee</b>
> 6 months	3.00%
> 9 months	4.40%
> 12 months	5.90%
> 15 months	7.85%
> 18 months	9.35%

These are the SAC programs with payments!

# Financing Programs

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## No Interest Equal Payment Programs Fees

- 12 months/12 payments 6.90%
- 24 months/24 payments 12.45%
- 36 months/36 payments 16.25%
- 48 months/48 payments 17.75%



## Other Program Details

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- You agree to finance a minimum of \$2500 or pay a Low Volume fee of \$35, billed monthly.
- You agree to a \$5.00 in the event you fax a Credit Application or Charge Slip for processing.



# How Do You Offer Financing?

- **6 months Deferred Interest with minimum monthly payments –**  
A payment of 3.5% of the purchase amount is required for the first five months of this promotion. Interest accrues during the promotion period. It will be waived if account is paid in full before the 6th month. Otherwise, on the due date of the 6th month, the payments will continue ( $\$7,400 \times 3.5\% = \$259.00$  a month.) The APR is 27.99%.
- **12.90% APR – Revolving Contract –** This program requires a minimum monthly payment of 2.00% of the amount financed. ( $\$7,400 \times 2.00\% = \$148.00$  a month.) Payments begin 30-45 days from purchase date.

## All Major Credit Cards Accepted



**Checks are Accepted!**

Financing Provided by



# Contact for Questions

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- Wells Fargo Client Services  
– 1-800-374-5492
- Your Territory Manager

