



LEADERS HOLDING CO.TM

Est. 1971

Financing Review

1. Sales Tax, Protection Plans, and Delivery can be financed.
 - a. True
 - b. False
2. 36 Month Financing is offered when the following criteria are met.
 - a. \$750 Minimum Purchase, on any product
 - b. \$1500 Minimum Purchase, Product must be PRID- or TROP-
 - c. \$0 Minimum Purchase, on all product, with the exception of any AS-IS, CLEARANCE, or RED-TAG product not being eligible
 - d. \$1500 Minimum Purchase, on all product, with the exception of any AS-IS, CLEARANCE, or RED-TAG product not being eligible
3. Leader's offers Financing through what Third Party Lender?
 - a. Merchant Services
 - b. American Express
 - c. Wells Fargo
 - d. GE
 - e. Leader's does not offer financing
4. What Sales are Eligible for Financing?
 - a. Any Sale put into Leader's system
 - b. Any Sale \$300 or higher
 - c. Any sale \$750 or higher
 - d. Financing is subject to manager approval
 - e. Any Sale put into Leader's system is eligible for 12 months, any sale with the exception of As-IS, Clearance, or Red-Tag product is eligible for 36 months
5. How much of a Deposit is required when financing on Special orders?
 - a. 25%
 - b. 50%
 - c. No Deposit
 - d. \$200 or 10% whichever is lower
 - e. \$99
6. A customer can apply for financing using their business account information.
 - a. True
 - b. False
7. If a Customer is Denied Financing through Wells Fargo, does A/R need any paperwork?

- a. Yes, Page 11/12 of the Application
 - b. No
 - c. Yes, Signed Authorization Form
 - d. Yes, Wells Fargo Denial Page
- 8. What is the Finance Plan Number for 36 Months No Interest?**
- a. 1019
 - b. 4032
 - c. 6012
 - d. 4222
- 9. Can a Husband and Wife apply for financing together on the same Application?**
- a. No, only one applicant can apply for financing at a time.
 - b. Co-Applicants are only allowed if the applicant has been previously denied financing.
 - c. Co-Applicants are only allowed at the approval of the corporate office.
 - d. Yes, we allow Co-Applicants with signature on Application.
- 10. Leader's Offers Four Different Finance Plans**
- a. True
 - b. False
- 11. What happens to the Physical Copy of the Finance Application?**
- a. It is returned to the customer and is theirs to keep.
 - b. It is turned into A-R in the Blue Finance folder.
 - c. Page 11/12 is sent to A-R in blue finance folder, the rest is returned to customer
 - d. The Application is shredded by the Associate.
 - e. Page 1-5 are turned into A-R in blue finance folder, the rest is returned to customer
- 12. What Paperwork/Documents need to be submitted to A-R when customer finances a sale?**
- a. A signed Authorize for Future Delivery Form Only
 - b. A signed Application Page & A signed Authorize for Future Delivery Form
 - c. No Paperwork
 - d. A signed Disclosure & a signed Application
- 13. A Customer Needs to Re-Apply for Financing every time they want to order from Leader's.**
- a. True
 - b. False
- 14. What is the interest rate for the finance account after the interest-free time period is over?**
- a. TBD based on credit score
 - b. 45%
 - c. 28.99%
 - d. 7%
- 15. A Store can accept finance account payments.**
- a. True

b. False

17. What will a customer's **minimum required** monthly payment be with the 12 month plan?

- a. Total amount financed divided by 12
- b. \$125.00
- c. \$40.00
- d. \$40.00 or 3.5% of the financed amount, whichever is greater.

_____ Sales Associate Name _____ SLM # _____
Date

