



LEADERS HOLDING CO.TM

Est. 1971

Wells Fargo Financing

1. Leader's Casual Furniture® offers Financing through what Third Party Lender?
 - a. Merchant Services
 - b. American Express
 - c. Wells Fargo
 - d. GE
2. What Sales are Eligible for Financing?
 - a. Any Sale put into Leader's system
 - b. Any Sale \$750 or higher
 - c. Any sale \$99 or higher
 - d. Financing is subject to manager approval
 - e. Leader's does not offer financing
3. A purchase is necessary to open the account.
 - a. True
 - b. False
4. 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
5. What is the interest rate for the finance account after the no-interest time period is over?
 - a. TBD based on credit score
 - b. 45%
 - c. 28.99%
 - d. 7%
6. A Husband & Wife can apply for financing together on the same Application.
 - a. True
 - b. False

7. What Paperwork/Documents need to be submitted to A-R?
 - a. A signed Disclosure Form
 - b. A signed Application & a signed Authorize for Future Delivery Form
 - c. Pages 11 & 12 of the Application & a signed Authorize for Future Delivery Form
 - d. A copy of the Manual Sales Invoice & a copy of the Application
8. Why is it important to bring up the option of opening a Leader's® account early in the selling conversation?
9. 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
10. How will my client know they were approved?
11. 36 Month Financing is offered when the following criteria are met.
 - a. \$750 Minimum Purchase, Any Product
 - b. \$1000 Minimum Purchase, Product must be PREN- or PRID-
 - c. \$0 Minimum Purchase, Any Product
 - d. \$1500 Minimum Purchase, Product must be PALM- or GARD
12. A store can accept account payments.
 - a. True
 - b. False
13. Sales Tax, Protection Plans, and Delivery can be financed.
 - a. True
 - b. False
14. What is the Finance Plan Number for 36 Months No Interest?
 - a. 1019
 - b. 4032
 - c. 6012
 - d. 4222