



LEADERS HOLDING CO.TM

Est. 1971

Wells Fargo Financing 2.0

1. What is the sell price of an Empire Sofa?
 - a. \$399.99
 - b. \$449.99
 - c. \$429.99
 - d. \$499.99
2. If a customer finances \$1950 through the 12 Month Program, what will Wells Fargo require as a minimum monthly payment?
 - a. \$43.75
 - b. \$40.00
 - c. \$68.25
 - d. \$50.00
3. What is the price of an Empire Loveseat if the customer pays cash?
 - a. \$359.99
 - b. \$399.99
 - c. \$429.99
 - d. \$449.99
4. If a customer does 36 Month Financing on \$2300 worth of special order merchandise; what is the minimum deposit required that cannot be financed?
 - a. 25%
 - b. \$99
 - c. \$0
 - d. \$200 or 10% whichever is lower
5. What Financing program does a \$1500 order qualify for?
 - a. 12 months only
 - b. 36 months only
 - c. Both 12 and 36 months
 - d. Neither program
6. If a customer does 36 Month financing on \$2300 worth of stock merchandise; what is the minimum deposit required that cannot be financed?
 - a. 25%
 - b. \$99
 - c. \$0
 - d. \$200 or 10% whichever is lower

7. What Financing program does a \$1500 order qualify for?
- a. 12 months only
 - b. 36 months only
 - c. Both 12 and 36 months
 - d. Neither program

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