Status-quo Contract

Pay when you want (before 3 months)

- ✓ Term: loan must be paid before 3 months.
- ✓ Payback: Loan + Accumulated interest before loan term ends.
- ✓ Flexibility: you can pay any quantity at any time before 90 days with no prepayment penalty.

Forced-commitment Contract

3 mandatory monthly payments

- ✓ Term: loan must be paid before 3 months.
- ✓ Payback: Loan + Accumulated interest before loan term ends.
- ✓ **Commitment**: you must pay in <u>3 equal sized</u> monthly payment for 1/3 of the loan.
- ✓ Penalty: if you miss monthly payments before the required dates, you will be charged with a penalty fee.
- ✓ Fee: The penalty fee will be 2% of the missed payment.

Soft-commitment Contract 3 mandatory monthly payments

- ✓ Term: loan must be paid before 3 months.
- ✓ Payback: Loan + Accumulated interest before loan term ends.
- ✓ **Commitment**: you must pay in <u>3 equal sized</u> monthly payment for 1/3 of the loan.
- ✓ Promise: if you miss monthly payments before the required dates there won't be a penalty fee, but you will have broken your promise.