

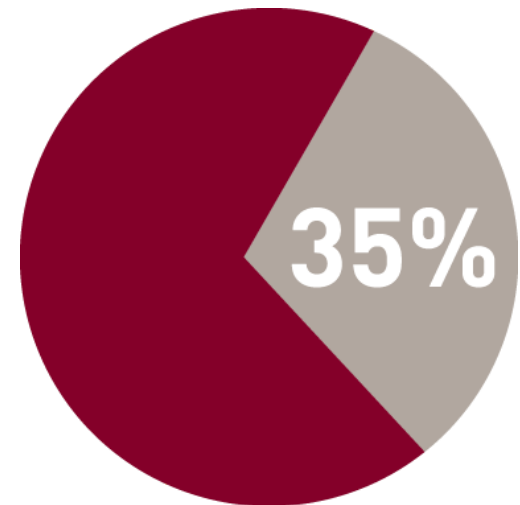
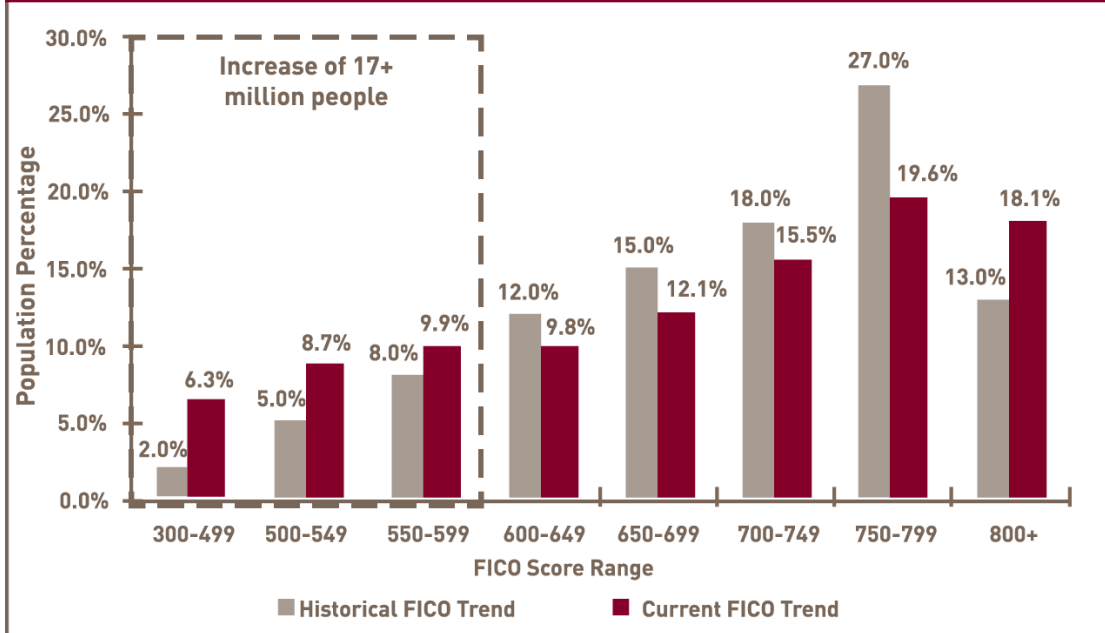
*Progressive*

**NO  
CREDIT  
NEEDED**

TRENDS  
DRIVING

# PROGRESSIVE'S SERVICE

## FICO SCORE DISTRIBUTION



of the US population is  
considered to have a  
subprime FICO score.



# Progressive No Credit Needed

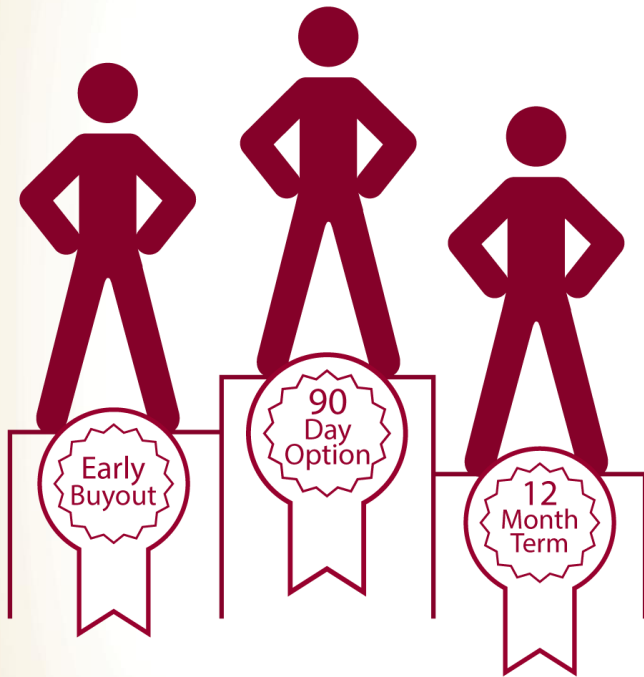
## Requirements to apply (must be 18 or older)

- Checking account (Bank or Credit Union)
- Credit or Debit Card
- Income (employment, self employment, SSN, Retirement)

## Leasing Terms

- \$49+ tax due at time of purchase
- 90 day option = invoice amount + \$49 (+ tax)
- 12 month term w/ affordable payments (discount for early payoff)

# Buyout Options

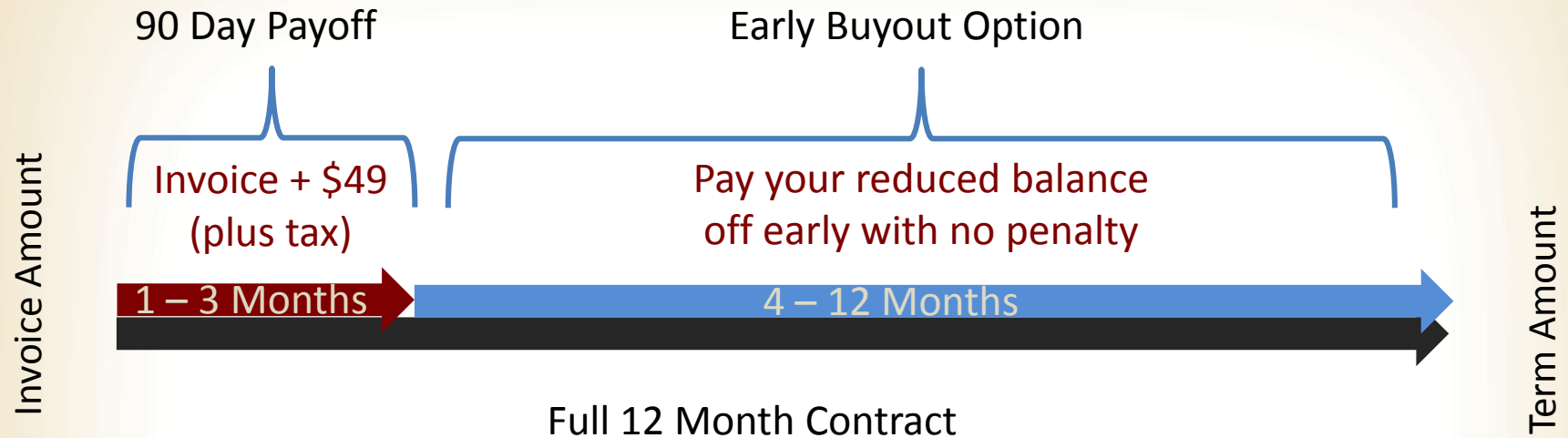


**90 Day Option:** Customer has no additional finance charges aside from the initial payment. Our best option!

**Early Buyout:** Customer can pay off their account early and we only charge them 53% of what they owe.

**12 Month Term:** Customer pays regular Payments and will own their merchandise

# Explaining the Progressive Economics to a Guest



- All contracts are defaulted to the 12 month contract option.
- Cash Price (90 days) = Invoice + \$49 (plus tax).
- Term amount = Invoice amount x 2.25 + \$49
- If the customer wants to Buyout Early, they simply call Customer Support: **877.898.1970**

# Calculating the Early Buyout

*Example: \$1,000 item*

**Bi-weekly Payment:** \$86.53

**Full Term:**  $\$86.53 \times 26 = \$2,250 (+\$49)$

**After 6 months of payments:**  
 $\$2,250 - \$1,125 = \$1,125$

**53% Buyout:**  $\$1,125 \times .53 = \$596$

**Total Payback:**

$\$1,125 + \$596 + \$49 = \$1,770 (+\text{tax})$



# Progressive Finance Customer Statistics

## 90 Day Early Buyout

- Approx. 50% of consumers take this option

## Buyout After 90 Days

- 20-30% of consumers buy out loan prior to the term being due

## Full Term or Default

- 20-30% of consumers finish the term or default

# #1 way to succeed with Progressive

## Mention to everyone!

- Mention early and often
- “We have multiple finance options – one that checks your credit and one that doesn’t”
- Mention with Confidence

## Keep it simple

- Easy application process
- No documents needed
- 90 day payment option

Start

About you

Income

Payment

Review

Results

## Start your lease application

Name:

FIRST

LAST

Date of birth:

MM/DD/YYYY



Social Security number:

123-45-6789

[< PREVIOUS](#)[NEXT >](#)

Start



About you



Income



Payment



Review



Results



## About you

Email:

EXAMPLE@EMAIL.COM

Primary phone:

SELECT



Additional phone:

SELECT



(OPTIONAL)

[← PREVIOUS](#)[NEXT →](#)

Start

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## About you

Street address:

LINE ONE

LINE TWO (OPTIONAL)

CITY

STATE

ZIP

Time at current address:

YEARS

MONTHS

[< PREVIOUS](#)[NEXT >](#)

Start

About you

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Results



## About you

Do you rent or own your current residence?

**RENT****OWN**[< PREVIOUS](#)

Start

About you

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## About you

Type of photo ID:

ID number:

State issued:

[← PREVIOUS](#)[NEXT →](#)

Start



About you



Income



Payment



Review



Results



## Income information

Primary source of income:

SELECT



← PREVIOUS

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## Income information

Employer name:

Employer phone:

Employer zip:

[← PREVIOUS](#)[NEXT →](#)

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## Income information

Length of time with current employer:

<input type="text"/>	YEARS	<input type="text"/>	MONTHS
----------------------	-------	----------------------	--------

Monthly income amount (before tax):

[← PREVIOUS](#)[NEXT →](#)



## Income information

How often are you paid?

SELECT



Previous payday:

MM/DD/YYYY



Next payday:

MM/DD/YYYY



← PREVIOUS

NEXT →

## Payment information

In order to create a lease, you will need to set up convenient automatic payments.

### Banking Institution: Customer's banking institution

Bank routing number: ?

Checking account number: ?

How long has this account been open?

 YEARS MONTHS

← PREVIOUS

NEXT →

Start



About you



Income



Payment



Review



Results



## Payment information

In order to create a lease, you will need to set up convenient automatic payments.

Are you paid through direct deposit?

**YES****NO**[← PREVIOUS](#)



## Payment information

This card will be used later to make the Initial Lease Payment.

Credit card or debit card number:



Expiration date:



Name on card:

[← PREVIOUS](#)

[NEXT →](#)

Start

About you

Income

Payment

Review

Results

## Payment information

In order to create a lease, you will need to set up convenient automatic payments.

☐ Same as street address

Billing address:

← PREVIOUS

NEXT →

# REVIEW

- Customer reviews information provided during application
- Customer may edit information by clicking on “edit” button
- Once customer reviews and confirms information is correct, they must read and agree to the disclosure certifications before submitting the application

Progressive

StartAbout youIncomePaymentReviewResultsEXIT

Confirm and submit

Please review your information and make any changes if needed.

ABOUT YOU

EDIT

Name:

John Smith

Social Security number:

\*\*\*\*\*789

Email address:

example@email.com

Primary phone:

(405) 654-3214

Birthday:

April 12, 1960

Street address:

123 Name of street  
San Diego, CA 90210

Time at current address:

3 years 2 months

Rent or own current residence:

Own

Type of photo ID:

Driver's license

ID number:

D21356481

State issued:

CA

INCOME INFORMATION

Primary source of income:

Full-time employment

Employer name:

Progressive Leasing

Employer zip code:

90210

Employer phone:

(405) 654-3214

Time at current employer:

3 years 5 months

Monthly income:

\$2,000

PAYMENT INFORMATION

Bank routing number:

0000000000

Checking account number:

\*\*\*\*\*5678

Account has been open since:

March 2005

Payment frequency:

Every other week

Previous payday:

December 5, 2014

Next payday:

December 19, 2014

Credit card or debit card number:

\*\*\*\*\*1234

Cardholder's name:

John Smith

Billing address:

123 Name of street  
San Diego, CA 90210

APPLICATION DISCLOSURE CERTIFICATIONS

1. I certify that I have provided complete and accurate information and that I have reviewed the information in its entirety for accuracy prior to clicking submit.

2. I agree that by giving you my mobile number, Progressive and its subsidiaries or affiliates have permission to contact me at that number about my Progressive account. My consent allows you to use text messaging, artificial or prerecorded voice messages and automatic dialing technology information and account service details, but not for telemarketing or sales calls. I may include contact from companies or subsidiaries working on behalf of Progressive to service my account. Message and data rates may apply. I may contact Progressive at any time to change these preferences.

3. I will be responsible for paying for all services obtained through use of this account. All correspondence, including statements and notifications, will be sent to my name and address, or email address on file. Progressive may provide account information to the credit reporting bureaus for all consumers. This information could impact a consumer's credit score.

☐ I have read and I agree to all of the above statements. I further agree to the [Privacy Policy](#), [Terms of Use](#), and [Application Disclosure](#).

SUBMIT

[Privacy Policy](#) [Terms of Use](#) [Application Disclosure](#)

Verizon

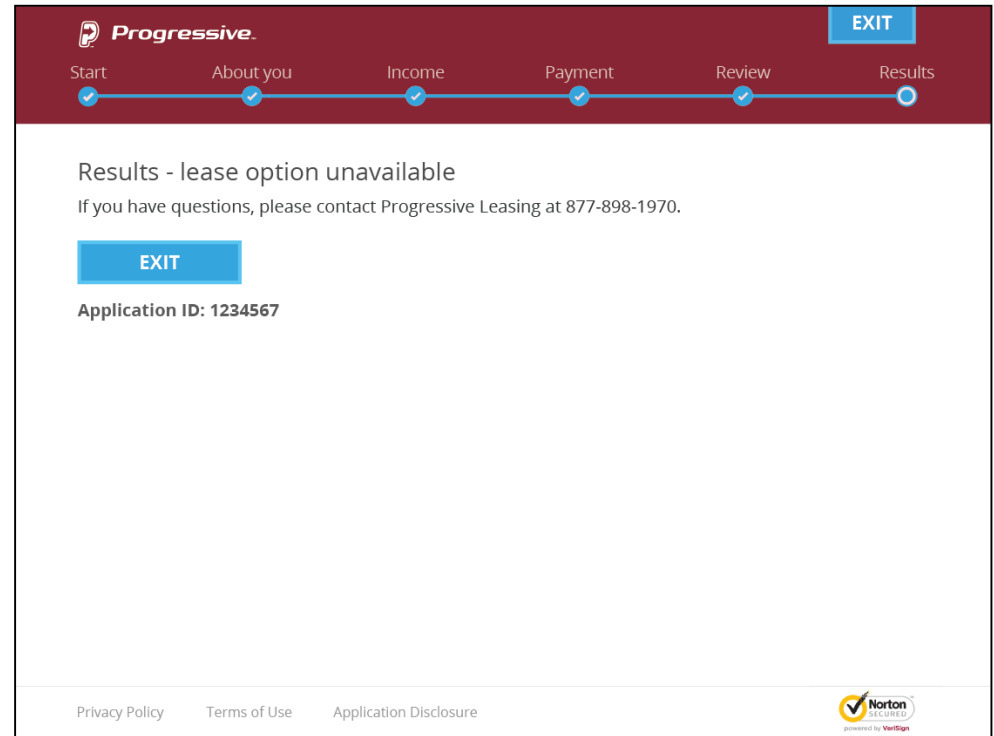
## RESULTS (approval)

- If the customer is approved, they will see their approval amount at the top of the screen.
- If they have picked out the items they'd like to lease, click "YES" – if they have not, click "NO" and the system will save the customer's application to be resumed later.
- You will then complete the contracts as usual through the Progressive store portal.

The screenshot shows the Progressive mobile app interface. At the top, there is a dark red header with the Progressive logo on the left and an "EXIT" button on the right. Below the header is a progress bar with five steps: Results, Cart, Cart Review, Sign Lease, and Checkout. The "Results" step is currently active, indicated by a blue dot. The main content area is white and displays the following text: "Congratulations! You have been approved for **\$1,350.00**." followed by "A store associate will help you check out. If you need to step away, please exit the application." Below this, the "Lease ID: 1234567" is shown. A question "Do you have the items you would like?" is followed by two blue buttons: "YES" and "NO". At the bottom of the screen, there is a white footer containing links for "Privacy Policy", "Terms of Use", and "Application Disclosure", along with a Norton logo and the text "Secured by VeriSign".

# RESULTS (denial)

- If the customer is not approved for a lease, you will see this screen.



Username

Username

Password

Password

login

forgot password

## Current Applications

Quick Search:  ?Show Stages: Application Submitted: ☒ Creating Contracts: ☒ Contract Submission: ☒ Funded: ☒ [Advanced](#)

	Application Date	Lease Id	Last Name	First Name	Status	Appro... Limit	Expiration Date	Source	Funding Date
▼	Jakes Furniture								
	08/05/2013	1627194	Test	Mike	Contracts Received	2500	11/03/2013	Online Applicati...	
	08/06/2013	1628254	Doe	Jon	Contracts Received	1200	11/04/2013	Online Applicati...	
	08/06/2013	1628250	Schrier	Michelle	Contracts	1200	11/04/2013	Online Applicati...	
	08/08/2013	1633972	Symmers	Jeff	Contracts Received	0	09/07/2013	Online Applicati...	
	08/14/2013	1646479	Test	Jill	Approved	2500	11/12/2013	Online Applicati...	
	08/15/2013	1650014	Te	Test	Contracts Received	0	09/14/2013	Online Applicati...	



Collapse All

Expand All

Print

[Collapse All](#)[Expand All](#)[Print](#)**1** Application Submitted**2** Creating Contracts**3** Contract Submission**4** Funded**Account:**

Lease Id/Reference #: 1646479

**Status: Approved**Download Status Sheet: [↓](#) [?](#)Approved for: **\$2,500.00**

## ▼ Primary Applicant

**Name:** Jill Test**Address:** 123 Test**City:** Peoria**State:** AZ**Zip:** 85345**Home:** (687) 686-8768**Cell:** (813) 466-9400**Email:**

Jilltest@customer.com

## Lease Details

**\*All fields required**Lease Amount: Initial Payment: Salesperson: Invoice Number: Payment Frequency: Payment Amount: Payment Sales Tax: Sales Tax Rate: Total Payment Amount: Number of Payments: Payment Start Date: 

Merchandise Description:

Is Merchandise New:

Leather Sectional

[Next](#)

[Collapse All](#)[Expand All](#)[Print](#)**1** Application Submitted**2** Creating Contracts**3** Contract Submission**4** Funded**Account:**

Lease Id/Reference #: 1646479

## ▼ Primary Applicant

**Name:** Jill Test  
**Address:** 123 Test  
**City:** Peoria  
**State:** AZ  
**Zip:** 85345  
**Home:** (687) 686-8768  
**Cell:** (813) 466-9400  
**Email:**  
Jilltest@customer.com

**Status: Approved**Download Status Sheet: [↓](#) [?](#)Approved for: **\$2,500.00**

**Progressive will collect sales tax  
on all payments (Tax rate is based  
on customer's home address).**

## Lease Details

**\*All fields required**

Salesperson:   
Invoice Number:

Lease Amount: Initial Payment: Payment Frequency: Payment Amount: Payment Sales Tax: Sales Tax Rate: Total Payment Amount: Number of Payments: Payment Start Date: 

Merchandise Description:

Leather Sectional

Is Merchandise New:

[Next](#)

**Name:** Jill Test  
**Address:** 123 Test  
**City:** Peoria  
**State:** AZ  
**Zip:** 85345  
**Home:** (687) 686-8768  
**Cell:** (813) 466-9400  
**Email:**  
Jilltest@customer.com

**Salesperson:** Sam  
**Invoice Number:** A12345

**Lease Amount:** \$1,000.00  
**Initial Payment:** \$49.00

**Payment Sales Tax:** \$3.67  
**Sales Tax Rate:** 5.3000%  
**Total Payment Amount:** \$72.90  
**Number of Payments:** 26  
**Payment Start Date:** 10/04/2013

**Merchandise Description:**

**Is Merchandise New:**

Leather Sectional

Next

Download Contracts

Upload Contracts:

Selected Files:

\* Accepted file types: .PDF, .JPEG, .JPG, .TIFF, .TIF

Browse...

Upload

0%



I understand the Initial Lease Payment will be charged at this time to the credit/debit card submitted with my lease application.



Subject: CONTRACTSNROG for account #1109867

DocuSign



1 of 8

100%

Download

Print

More

property for less  
under the early  
purchase option.lease, followed by  
\$36.90 every two weeksOne payment at  
beginning of lease  
followed by 26 more  
payments to acquire  
Property

least ten days after the proper  
delivery date)

This represents the duration of the  
Lease if all regularly scheduled  
payments are made. There is no  
minimum period for which you are  
obligated under this Lease

The rental property is NEW and is being acquired by the lessor on the Lease Date above.

BY SIGNING THIS LEASE: (1) YOU AGREE TO ALL ITS TERMS, INCLUDING THE ADDITIONAL LEASE TERMS ON PAGES 2-5 (SEE, IN PARTICULAR THE EFT AUTHORIZATION (§ 11) AND ARBITRATION PROVISION (§ 13)); (2) IF THERE IS MORE THAN ONE LESSEE, YOU PROMISE THAT YOU ARE EACH RECEIVING POSSESSION OF THE PROPERTY; AND (3) YOU ACKNOWLEDGE RECEIPT OF A COMPLETED COPY OF THIS LEASE.

Digitally signed by  
**John Hall**

Lessee/Prospective Purchaser

Date

Intending to be legally bound, Progressive Finance has caused this Lease to be signed on its behalf.

Confirm  
Signing

All required fields complete.

You will have an opportunity to save your copy on the next screen.

Click "Confirm Signing" when you are ready.

13  
ale

## NOTICE

not own it until you make all of the regularly scheduled  
tion.

roperty if you do not make required payments or do not  
a payment, the lessor can repossess the property, but  
same or similar property.





*Progressive*



Initial Lease Payment is being charged at this time.

Please wait while transaction processing completes...



DO NOT release merchandise.

Initial Lease Payment was unsuccessful.

Credit card was declined.

**Retry Initial Payment**

OR

Please contact Progressive Finance Services

Merchant Services: (855)222-0801

Customer Service: (877)898-1970



## Retry Initial Payment



Credit Card # 1111 123456 99990 CVV 1234

Expiration:

Month January Year 2014

First Name Jill Last Name Test

Billing Address:

Street 11692 S 700 E

City Draper State Utah Zip 84020

**Submit**

Clear



Processing complete!

Merchandise may be released.

# Current Applications

Quick Search:

Application Submitted: ☒

Creating Contracts: ☒

Contract Submission: ☒

Funded: ☒

[Advanced Search](#)

Show Stages:

	Application Date	Lease Id	Last Name	First Name	Status	Approval Limit	Expiration Date	Source	Funding Date	Delivery Date
▼ Jake's Sofa & Love Seats (Test Store) - For Intern										
	12/17/2013	1990987	Dlkf	Sdkf	Contracts Received	1550	03/17/2014	Store		<input type="text"/>
	12/17/2013	1990962	Lkdjsf	Lkdsf	Denied	0		Store		
	12/28/2013	2026131	Spikes	Jennifer	Denied	0		Online Application		
	12/30/2013	2031502	Test	Test	Approved	1650	03/30/2014	Store		
	01/07/2014	2052546	Dsafdsa	Dsafdsaf	Contracts Received	1000	04/07/2014	Online Application		<input type="text"/>
	01/07/2014	2053866	Jdksf	Kjk	Contracts Expired	1300		Store		
	01/07/2014	2052988	Lkfds	Klsdfj	In Process	0	02/06/2014	Store		
	01/07/2014	2053005	Lkjdsf	Lksdf	Contracts Expired	1400		Store		

Collapse All

Expand All

Print

Submit All Delivery Dates

1 Application Submitted

2 Creating Contracts

3 Contract Submission

4 Funded

# Current Applications

Quick Search:

Application Submitted: ☒ Creating Contracts: ☒ Contract Submission: ☒ Funded: ☒

[Advanced Search](#)

Show Stages:

	Application Date	Lease Id	Last Name	First Name	Status	Approval Limit	Expiration Date	Source	Funding Date	Delivery Date
▼ Jake's Sofa & Love Seats (Test Store) - For Intern										
	12/17/2013	1990987	Dikf	Sdkf	Contracts Received	1550	03/17/2014	Store		
	12/17/2013	1990962	Lkdjsf	Lkdsf	Denied	0		Store		
	12/28/2013	2026131	Spikes	Jennifer	Denied	0		Online Application		
	12/30/2013	2031502	Test	Test	Approved	1650	03/30/2014	Store		
	01/07/2014	2052546	Dsafdsa	Dsafsadf	Contracts Received	1000	04/07/2014	Online Application		
	01/07/2014	2053866	Jdksf	Kjk	Contracts Expired	1300		Store		
	01/07/2014	2052988	Lkfds	Klsdfj	In Process	0	02/06/2014	Store		
	01/07/2014	2053005	Lkjdsf	Lksdf	Contracts Expired	1400		Store		

January 2014						
Su	Mo	Tu	We	Th	Fr	
			1	2	3	
5	6	7	8	9	10	
12	13	14	15	16	17	
19	20	21	22	23	24	
26	27	28	29	30	31	

[Collapse All](#) [Expand All](#) [Print](#)

[Submit A](#)

1 Application Submitted

2 Creating Contracts

3 Contract Submission

4 Funded

# Current Applications

Quick Search:  ?

Application Submitted: ☒ Creating Contracts: ☒ Contract Submission: ☒ Funded: ☒

[Advanced Search](#)

Show Stages:

	Application Date	Lease Id	Last Name	First Name	Status	Approval Limit	Expiration Date	Source	Funding Date	Delivery Date
▼ Jake's Sofa & Love Seats (Test Store) - For Intern										
	12/17/2013	1990987	Dikf	Sdkf	Contracts Received	1550	03/17/2014	Store		
	12/17/2013	1990962	Lkdjsf	Lkdsf	Denied	0		Store		
	12/28/2013	2026131	Spikes	Jennifer	Denied	0		Online Application		
	12/30/2013	2031502	Test	Test	Approved	1650	03/30/2014	Store		
	01/07/2014	2052546	Dsafdsa	Dsafdsdf	Contracts Received	1000	04/07/2014	Online Application		01/01/2014
	01/07/2014	2053866	Jdksf	Kjk	Contracts Expired	1300		Store		
	01/07/2014	2052988	Lkfds	Klsdfj	In Process	0	02/06/2014	Store		
	01/07/2014	2053005	Lkdjsf	Lksdf	Contracts Expired	1400		Store		

Collapse All

Expand All

Print

Submit All Delivery Dates

1 Application Submitted

2 Creating Contracts

3 Contract Submission

4 Funded

## Current Applications

Quick Search:  ?

Application Submitted: ☒ Creating Contracts: ☒ Contract Submission: ☒ Funded: ☒

[Advanced Search](#)

Show Stages:

	Application Date	Lease Id	Last Name	First Name	Status	Approval Limit	Expiration Date	Source	Funding Date	Delivery Date
▼   Jake's Sofa & Love Seats (Test Store) - For Intern										
	12/17/2013	1990987	Dikf	Sdkf	Contracts Received	1550	03/17/2014	Store		<input type="text"/>
	12/17/2013	1990962	Lkdjsf	Lkdsf	Denied	0		Store		
	12/28/2013	2026131	Spikes	Jennifer	Denied	0		Online Application		
	12/30/2013	2031502	Test	Test	Approved	1650	03/30/2014	Store		
	01/07/2014	2052546	Dsafdsa	Dsafsadf	Contracts Received	1000	04/07/2014	Online Application		01/01/2014
	01/07/2014	2053866	Jdkkf	Kjk	Contracts	1300		Store		

### Confirm Delivery Date(s)

Account Id	Last Name	First Name	Delivery Date	Do Not Save
2052546	Dsafdsa	Dsafsadf	01/01/2014	<input type="checkbox"/>

By confirming you acknowledge the customer will receive merchandise on the date provided. You may cancel or change delivery at anytime up to Midnight of delivery date.

Confirm

Cancel

# Denials

## Good Denials “possible to overturn”

- Bank account closed or invalid
- Recent prior application
- Unable to verify bank account
- Existing account with us
- Unable to verify identity (SSN)

## Bad Denials “unlikely to overturn”

- Age of bank account
- Length of employment
- Bank account activity (NSF or negative amounts)
- Bank account type not accepted (pre-paid or savings account)
- Unable to verify adequate banking history

# If You Have Any Questions



Call Merchant Support at:  
**855-222-0801**

[www.progressivelp.com](http://www.progressivelp.com)

***Progressive***