



Agent Credit Cards: Program Overview

Agent Credit Cards Video: Program Overview Script

Hello, I'm Will Fountain and I oversee our agent credit card sales and work alongside our bank partners to help grow their credit card portfolio.

We have a simple product offering: we offer two consumer cards and two business cards, each with rewards options and a no fee option.

Additionally, we offer a purchase card product that can be a game-changer for community banks looking to compete with the larger regional and national banks.

Our program includes full credit card marketing and portfolio management services including advertising campaigns at no cost to your bank.

We handle all the underwriting and all the portfolio servicing activities. Monthly, we provide reporting to let you know how we're doing, and we'll share revenue with you quarterly. On-site meetings with your clients and on-site training for your staff is available as needed.

When it comes to branding the cards and materials, we have two options. The first is a complete customization plan where the cards, applications, website, card mailers, statements, correspondence – will all have your bank's branding displayed.

The second is a partial customization plan where the card and applications will be branded with your bank logo, and the other documents will feature a card servicing branding. It's a great solution for institutions who need a quicker turnaround time.

Our partner banks love our simplicity and flexibility.

Now, Clare Vansant will walk you through our underwriting criteria and discuss our revenue share.

