

Solar Merchant Training







More than \$19 billion* in consumer loans across all

50 states

via mobile and online transactions



*Cumulative since inception, as of June 30, 2019

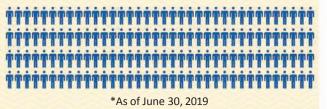
GreenSky® at a Glance



Chosen by over

16,000*

active businesses in the U.S.





Products

for all types of consumers







Financing for the GreenSky® program is provided by

Federally Insured

federal and state chartered financial institutions



Our Commitment to You



Grow Your Business

- Promotional plans
- Broad product set
- Credit limits up to \$100k¹



Delight Your Customers

- Innovative mobile app
- Process payment with ease
- High Customer satisfaction



Get There Faster

- Paperless application process² with decisions in seconds
- Same day funding with Customer approval

¹ Subject to credit approval.

² Although you do not have to submit paperwork as part of the application process, you must ensure that you obtain and retain your customer's written authorization to apply for a GreenSky® Program Ioan. See greensky.com/merchantagreement for important documentation. Applications with data entry or credit check complications may be decisioned in a period longer than seconds.



The GreenSky® Advantage Why you and your Customers will love GreenSky



Paperless¹ Apply & Buy - No Documents Sent Back and Forth



Credit Limits Up to \$100,0004



Split Loan Plans Available



Staged Funding Available⁵



Competitive Approval Rates



Seamless Second Look Options



Promotions Available: No Interest if Paid in Full in Promo Period²



Payment Plans: Reduced Rate APRs⁴



Borrower Can Have Work Performed at Any Location³



Joint Applicants are Welcome on All Applications



Six Month Purchasing Window

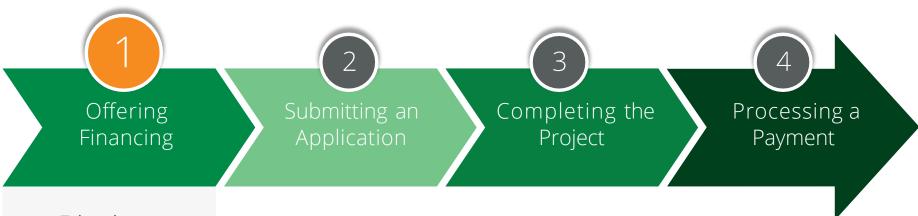


High Accommodation Rates

- 1 See details provided in this training and Operating Instructions at greensky.com/merchantagreement
- 2 Interest is billed during the promotional period, but all interest is waived if the purchase balance is paid in full before the expiration of the promotional period.
- 3 Loans are for personal, family, or household use.
- 4 Fixed APR during the life of the loan. Subject to credit approval.
- 5 Subject to state law and program rules.



Offering Financing



- Take advantage of a broad set of products
- Offer financing to both Cash and Budget Buyers



Providing Multiple Options for Solar Customers

Project Size: \$25,000

To balance their project goals with the constraints of their budget, customers can opt for: 18 Month Re-Amortization and 4.99% Fixed Interest Rate for 144 Months (Plan 2184)

\$25,0001

\$271 for first month followed by \$232/mo¹ for 143 months 18 Month Re-Amortization and 5.99% Fixed Interest Rate for 240 Months (Plan 2059)

\$25,0002

\$218 for first month \$179/mo² for 239 months

Extending the terms from 12 years to 20 years reduces the monthly payment, making it easier for Customers to fit the project into their budget.

OR



¹ Subject to credit approval. Fixed interest rate of 4.99% for 144 months. Payment example assumes one time \$25,000 purchase on approval date (APR 5.02%) with 1 payment of \$270.09 followed by 143 amortized payments of \$231.09.

² Subject to credit approval. Fixed interest rate of 5.99% for 240 months. Payment example assumes one time \$25,000 purchase on approval date (APR 6.01%) with 1 payment of \$217.96 followed by 239 amortized payments of \$178.96.



Providing Split Loan Plan Options for Solar Customers

Project Size: \$25,000

To balance their project goals with the constraints of their budget, customers can opt for:

12 Month No Interest if Paid in Full with No Minimum **Monthly Payments Required** (Plan 2521)

\$7,000¹

Pay off in a year and Interest is waived No payments required for 1 year¹

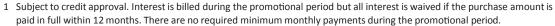
Fixed Interest Rate 2.99% for 144 Months (Plan 2742)

\$18,000²

\$188 for first month \$149/mo² for 143 months

Customers have the option of splitting their total approved credit limit into two separate loans. This gives consumers the opportunity to select plans that work with their finances and maximize the benefits of our promotional financing options.

AND



² Subject to credit approval. Fixed interest rate of 2.99% for 144 months. Payment example assumes one time \$25,000 purchase on approval date (APR 3.03%) with 1 payment of \$187.91 followed by 143 amortized payments of \$148.91.





Providing Split Loan Plan Options for Solar Customers

Project Size: \$25,000

To balance their project goals with the constraints of their budget, customers can opt for: 12 Month No Interest if Paid in Full with No Minimum Monthly Payments Required (Plan 2521)

\$7,0001

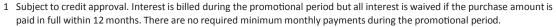
Pay off in a year and Interest is waived No payments required for 1 year¹ 18 Months and 5.99% Fixed Rate for 240 Months (Plan 2059)

\$18,0002

\$168 for the first month 129/mo² for 239 months

Customers have the option of splitting their total approved credit limit into two separate loans. Offering 20 year options further gives consumers the opportunity to select a plan that works with their finances and maximizes the benefits of our promotional financing options.

AND

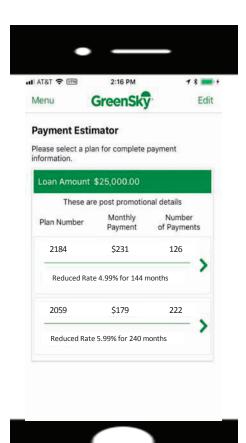


² Subject to credit approval. Fixed interest rate of 5.99% for 240 months. Payment example assumes one time \$18,000 purchase on approval date (APR 6.02%) with 1 payment of \$167.85 followed by 239 amortized payments of \$128.85.





Using the Payment Estimator



Help customers understand their options by comparing plans and amounts in our Mobile App

Plan	Project Scope	Standard Monthly Payment
18 Month Re-Amortization and 4.99% Fixed Interest Rate for 144 Months (Plan 2184)	\$25,000	\$231/mo. ¹
18 Month Re-Amortization and 5.99% Fixed Interest Rate for 240 Months (Plan 2059)	\$25,000	\$179/mo. ²

- 1 Subject to credit approval. Fixed interest rate of 4.99% for 144 months. Payment example assumes one time \$25,000 purchase on approval date (APR 5.02%) with 1 payment of \$270.09 followed by 143 amortized payments of \$231.09.
- 2 Subject to credit approval. Fixed interest rate of 5.99% for 240 months. Payment example assumes one time \$25,000 purchase on approval date (APR 6.01%) with 1 payment of \$217.96 followed by 239 amortized payments of \$178.96.





Submitting an Application



Obtain
 <u>Application</u>
 Acknowledgement



Steps for Application



1. Choose a Way to Apply



Customer Inputs Information and Submit Application



3. Ensure That Customer Receives Loan Documents



4. Activate the Loan

Phone

866-936-0602

MobileApp

Download our app!





Your Merchant ID

If you don't know your Merchant ID, please ask your CGM or account representative.

Plan Number

Refer to your **Rate Sheet** to understand plan options.

Intent to Apply

Ensure that Customer intends to apply.

Loan Documents

Customer will receive a copy of their Loan Agreement via email and a copy in the mail.



Account Activation

Customers must activate their loan by answering security questions prior to transacting on their account.

These are tools to help you submit an application. The actual application is the electronic receipt of consumer information by the system of record. Paper applications (email or fax) are not accepted.



Mobile App: iOS: 9.0+; Android: Jelly Bean 4.1 and up (4.4.4 – only devices supported); Mobile App Version: 4.0 (current); Apple and the Apple logo are trademarks of Apple Inc., registered in the U.S. and other countries. App Store is a service mark of Apple Inc., registered in the U.S. and other countries. Google Play and the Google Play logo are trademarks of Google Inc.



Split Plan Loans Application Process



1. Apply for a Solar Loan Product

2. Submit Authorization Form for Split Forms

3. Ensure That Customer Receives Both Loan Documents

4. Activate Both Loans

Determine the Solar Loan Products

Use the total project amount when applying for the loan.

Split Plan Form

Validate the Customer's identity and complete the <u>Split Plan Authorization</u>

Form. Once form is complete, submit form to

Credit.Operations@GreenSky.com



Loan Documents

Customer will receive a copy of **both** Loan Agreements via email and a copy in the mail.





Account Activation

Customers must activate **both** loans by answering security questions prior to transacting on their account.





Important Application Reminders



1. Choose a Way to Apply



Obtain Application Acknowledgement



3. Customer Inputs Information and Submits Application



4. Ensure That Customer Receives Loan Documents

CheckID

Check each applicant's photo ID. Don't submit applications when the ID doesn't match your Customer.¹

Know the Details

Know the plan details so you can accurately and completely describe them.

Stay Compliant

Do not discriminate. Protect vulnerable Customers (elderly and disabled).

Counteroffer

Review the product and terms with your Customer. Some Customers may not qualify for the plan they requested and may be provided with a counteroffer!

Check the details.

Applicant Name

Applicants must apply in their own name.²

Protect Information

Do not share applicant information (SSN, DOB, Income) with anyone other than a GreenSky® representative.

Complete Application

Make sure application is complete with information related to the primary applicant and, if applicable, the co-applicant.

Spanish Documents

If you discuss GreenSky® in Spanish, you must request Spanish-language loan documents.

Credit Limit Increases

For credit limit increases, Merchants must receive Customer authorization.

To authorize a credit limit increase, Customers must sign this form: Credit Limit Increase Request Form

Deferred Interest Notice:

Customers on deferred interest plans will receive a special notice in their loan agreement notifying them of the terms and answering frequently asked questions about their loan type.

A copy can be found here:

Deferred Interest Form



- 1 Merchants should not retain the driver's license or other government issued ID for any reason associated with the Program. This includes receipt of the ID for the ID check or for scanning to populate identification information in the GreenSky® mobile app.
- 2 The GreenSky® Loan Programs do not accept Power of Attorney authorization for submitting applications.



Fast and Paperless Mobile App

Apply Quickly

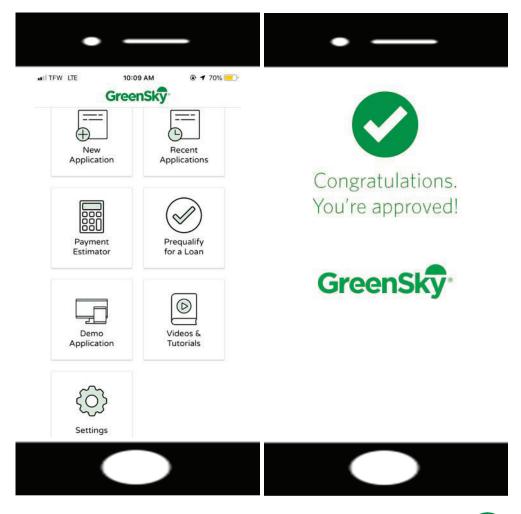
- Get Customers approved in seconds
- Use Driver's License or GPS location to prefill application

Provide Choices

- Compare up to 3 plans and 3 amounts with the Payment Estimator
- Present payment options in detail before submitting an application

Follow Up Promptly

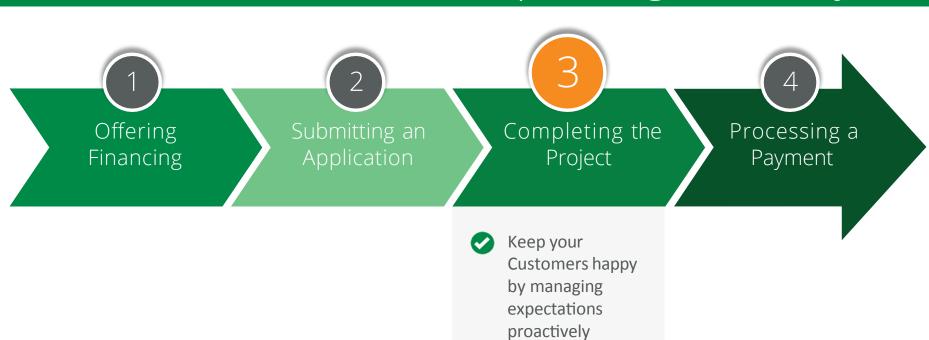
- Search and filter recently submitted applications
- Keep track of application statuses in one place in real time







Completing the Project



Leverage resources to support your business and

your Customers



Keep Your Customers Happy

Customer Complaints

We take complaints seriously and will investigate all complaints we receive, including those about Merchant performance and actions.

Customer Satisfaction

We make Customer satisfaction calls to your Customers to ensure they are satisfied with you and GreenSky. We also ask whether they understand their loan terms and if they received the goods and services purchased. Pricing is based on average spread of credit to all consumers. We monitor approval and dissatisfier rate for each Merchant monthly, and GreenSky reserves the right to increase pricing if the approval and/or dissatisfier rate falls below a specific threshold.

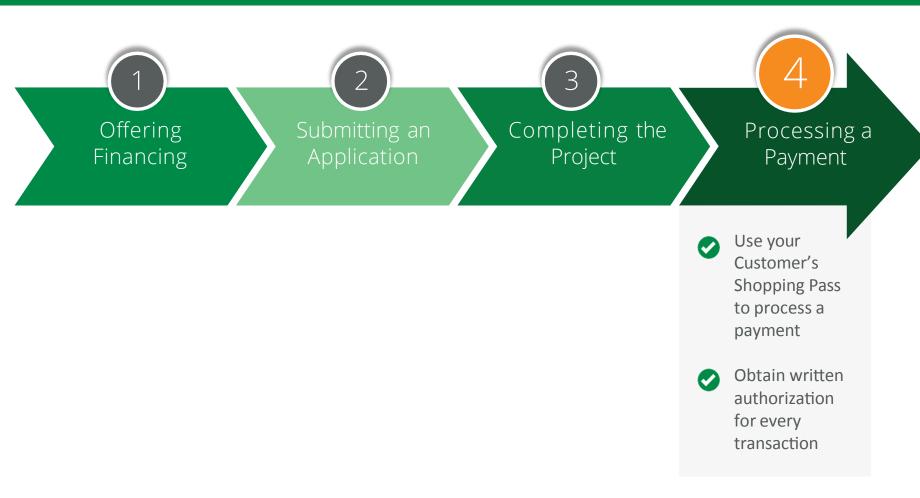
Offer Financing Equally

Don't offer any credit product or steer a person toward more expensive or less favorable financing options because of your Customer's race, color, religion, national origin, gender, marital status, age, source of income, amount of income, or other protected basis.





Processing a Payment





Steps to Process Solar Transactions



1. Ensure That Customer Receives Loan Documents

 Ask Customerfor the 16 Digit Number on the Shopping Pass 3. Obtain a Written Authorization for Every Transaction 4. Process the Payment Through the Merchant Portal

The Shopping Pass

The Shopping Pass, which comes with the Loan Documents, contains the 16 digit number that will allow you to charge the customer's loan.



Verify Identity

Check the photo ID to validate the customer's identity and process the payment only after the identity is verified.

Authorization Forms

For every transaction, GreenSky® requires that you obtain your customer's written authorization, including the amount and the GreenSky® account to be charged. Please retain signed authorization for at least 26 months. You may use the Borrower Payment Authorization Certificate to collect the necessary written authorization.



Borrower Payment
Authorization Certificate (BPC)

Get Paid

Merchants may process transactions through the Merchant Portal once the project is complete. Merchants must submit the following documents to funding@greensky.com before processing a payment:

- 1) Borrower Payment Certificate
- 2) Certificate of Completion
- 3) Sales Contract

Once documents are reviewed and approved, Merchants will be allowed to process payment.

No Surcharges

Treat financing costs like overhead. Don't surcharge for Customers who use financing.



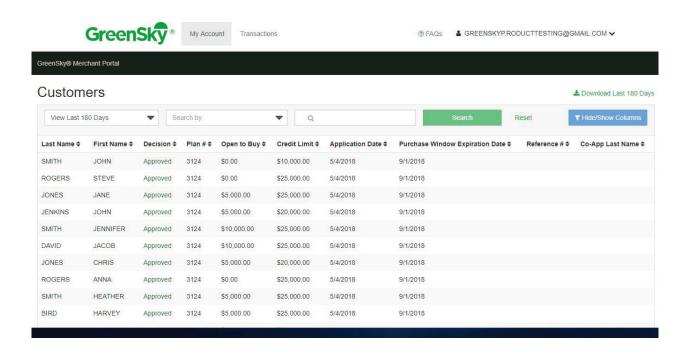


Funding Process at a Glance





Merchant Portal Customers Page



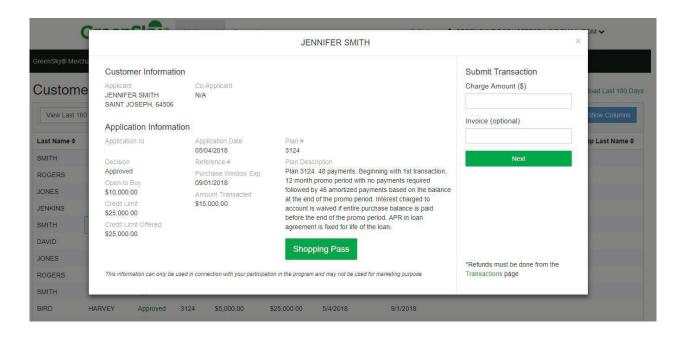
After logging into the portal, the user lands on the Customers page. Here the user can view and search Applications from the Merchant's Customers over the last 6 months.

To submit a Direct Funding transaction, the user must first select/click on a Customer record.





Customer Detail Modal



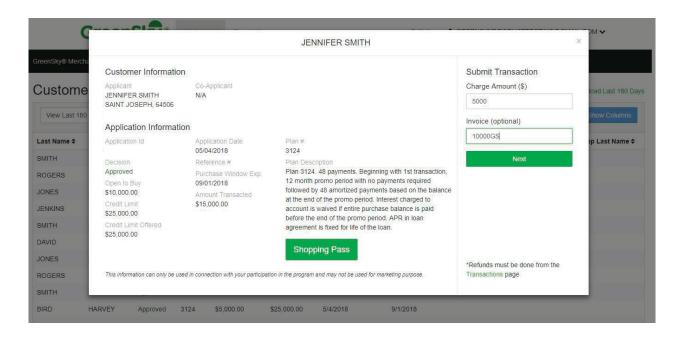
After selecting a customer, the Customer Detail Modal will appear with the new "Submit Transaction" section.

*This feature will **only** be available to Merchant Portal users who have been given the permission to submit transactions. Please contact your CGM or PGP to enable this permission.





Customer Detail Modal Enter Transaction Amount



User must enter the amount of the Transaction and click "Next."

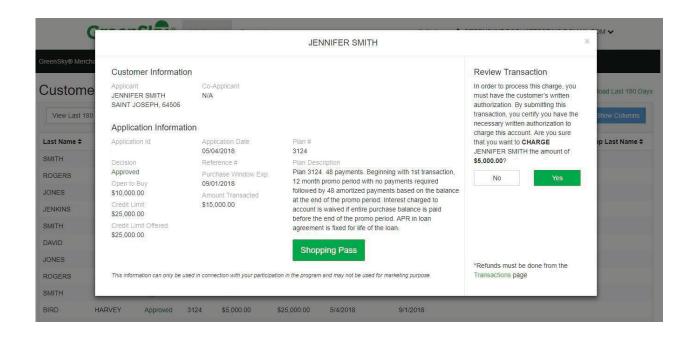
Amount entered must be at least \$1 and cannot exceed the "Open to Buy" of the Customer's account.

The Invoice field is optional but allows users to input custom text for each transaction.





Customer Detail Modal Review Transaction

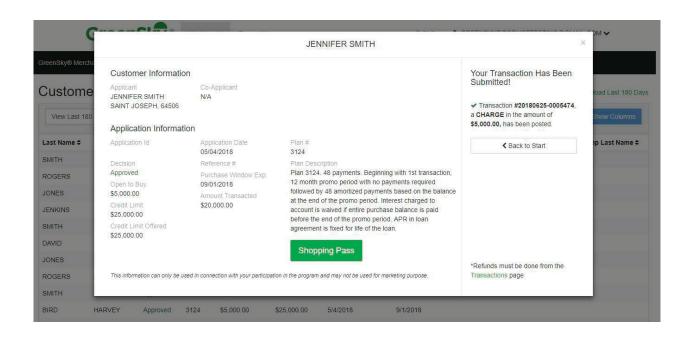


User is prompted to confirm the details of the transaction, then clicks "Yes" to submit the transaction.





Customer Detail Modal Transaction Result



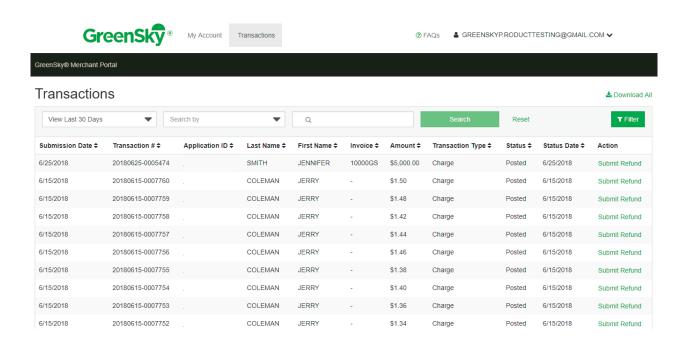
After submitting a transaction successfully, the user is presented with a confirmation message with details of the transaction.

The "Open to Buy" and the "Amount Transacted" fields in the Customer Detail Modal are also updated to reflect the transaction.





Transactions Page



Once the transactions posts, it will appear on the Transactions page

The Transactions page allows users to track, search, and filter specific transactions.





Resources to Support You



Ways to Apply

- GreenSky® Mobile Application
 Mobile App is available on the App Store® or on Google Play™
- 2. Call GreenSky: 866-936-0602



Customer Service

866-936-0602

Monday – Saturday: 6:00 a.m. – 12:00 a.m. ET

Sunday: 8:00 a.m. - 12:00 a.m. ET



Merchant Portal

Log In: portal.greensky.com



Service Concierge (for Merchants)

800-357-1558

Mon-Fri: 7:00 a.m. – 9:00 p.m. ET Email: merchants@greensky.com

Key Documents Available Online

The Operating Instructions are part of the Program Agreement and provide important rules, forms and other information about GreenSky*.

Visit:

<u>GreenSky.com/</u> merchantagreement/

Merchant Marketing Reviews

Your marketing is important to us. We conduct periodic reviews of Merchant marketing.

Marketing materials must be approved by GreenSky* before use.

Guidelines are available at:
GreenSky.com/merchantagreement





Version 3 - Effective January 28, 2020

Thank You

If you would like to have dedicated 1 on 1 coaching, please contact your GreenSky representative.

© 2006-2024 GreenSky, LLC. All Rights Reserved | GreenSky® and GreenSky Patient Solutions® are loan program names for certain consumer credit plans extended by participating lenders to borrowers for the purchase of goods and/or services from participating merchants/providers. Participating lenders are federally insured, federal or state chartered financial institutions providing credit without regard to age, race, color, religion, national origin, gender, disability, or familial status. GreenSky® and GreenSky Patient Solutions® are registered trademarks of GreenSky, LLC and are licensed to banks and other financial institutions for their use in connection with those consumer loan programs. GreenSky Servicing, LLC services the loans on behalf of participating lenders. NMLS #1416362. www.nmlsconsumeraccess.org. A borrower's original lender is identified in their original loan agreement. In certain cases, GreenSky® or GreenSky Patient Solutions® loans may be transferred from one participating lender to another lender. A borrower's billing statement for their loan will reflect the borrower's current lender at the time the billing statement is generated. GreenSky.com.

