



Volume Rebate¹

Price Sheet Addition

Wells Fargo Home Projects credit card program for GAF Master Elite and Certified contractors

We'll pay you for sending more business our way!

Every time you offer financing to your customers, you're making a smart business decision. That's because you can earn more on financed sales with the Wells Fargo Home Projects credit card program for GAF contractors.

What is the Volume Rebate?

It's a program incentive based on the amount of net charge volume² that you submit during a calendar quarter.

The more you finance, the more you earn

- Merchants that submit \$150,000 – \$249,999 in Wells Fargo Home Projects credit card net charge volume² in a calendar quarter will earn an incentive, which is calculated on 50 basis points (0.0050)
- Merchants that submit \$250,000 or more in Wells Fargo Home Projects credit card net charge volume² in a calendar quarter will earn an incentive, which is calculated on 75 basis points (0.0075)

Here's an example of what that could mean for your business.

Quarterly net charge volume ²	Multiplier	Volume Rebate ¹ Earned
\$150,000	.0050	\$750
\$250,000	.0075	\$1,875

Financing — proven to improve sales and increase customer loyalty

Offer financing to every customer, and give them the opportunity to say “yes” now while paying for their home improvement project over time.

And, you could earn a Volume Rebate² every quarter.

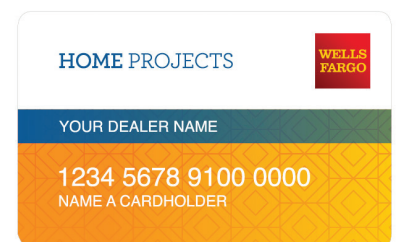
1. In order to receive any rebate, bonus, or volume incentive payment, including the Volume Rebate set forth above, your company must not be in breach or default of the Agreement following the end of the calendar quarter during which any rebate was earned.
2. Net charge volume is defined as the total of all purchase volume posted to accounts minus any credits, other than payments, on accounts.

This document is provided by Wells Fargo Retail Services in connection with the Dealer Agreement between you and Wells Fargo Bank, N.A. Please keep this with your agreement for reference.

For merchant use only.

4 TIPS to effectively offering financing

1. Offer financing to everyone.
2. Discuss the benefits of your credit card program early.
3. Highlight making monthly payments instead of paying the entire purchase price up front.
4. Offer financing options and allow your customers to choose which financing option best meets their needs.



Questions?

Please call us at 1-800-694-0259 Monday – Friday, 7:30 a.m. – 5:30 p.m. Central Time.



The Wells Fargo Home Projects card is provided exclusively by Wells Fargo Bank, N.A. GAF disclaims all liability in connection with any services provided by Wells Fargo Bank, N.A. and the Wells Fargo Home Projects program.
© 2018 Wells Fargo Bank, N.A. All rights reserved. IHA-5368201

