



***PAYCHECK***  
WORKS

***PAY SMARTER***  ***LIVE BETTER***

# Backed by 55 years of combined industry experience



## OUR MISSION

To provide employees with a financially-responsible method for purchasing practical items for themselves and their families.



## OUR VISION

To help hard-working employees improve their quality of life by providing an alternative method of e-commerce that is fair, honest and affordable

# Evolution of Payroll Deduction Shopping

30 years of evolving to the most effective employee experience

90's - 2001  
Infancy



00's - 2012  
Finding Its Feet



Today  
Sophistication



## The Company Store

- Limited SKUs
- On Premise
- Convenience



## Trunk Shows

- Expanded SKUs
- Evolved company store into a traveling store targeted at large hospitals
- Event driven by volunteer group
- 40+ hospitals



## E-Commerce Experience

- Vast array of available SKUs
- Current, modern shopping format
- Retail moves from physical location to virtual location
- Open 365
- New Sales Channel



American Airlines

LOCKHEED MARTIN





We offer a voluntary benefit  
**that helps both the employee  
and the employer**



# FINANCIAL STRESS IS A PRIMARY ISSUE FOR EMPLOYEES

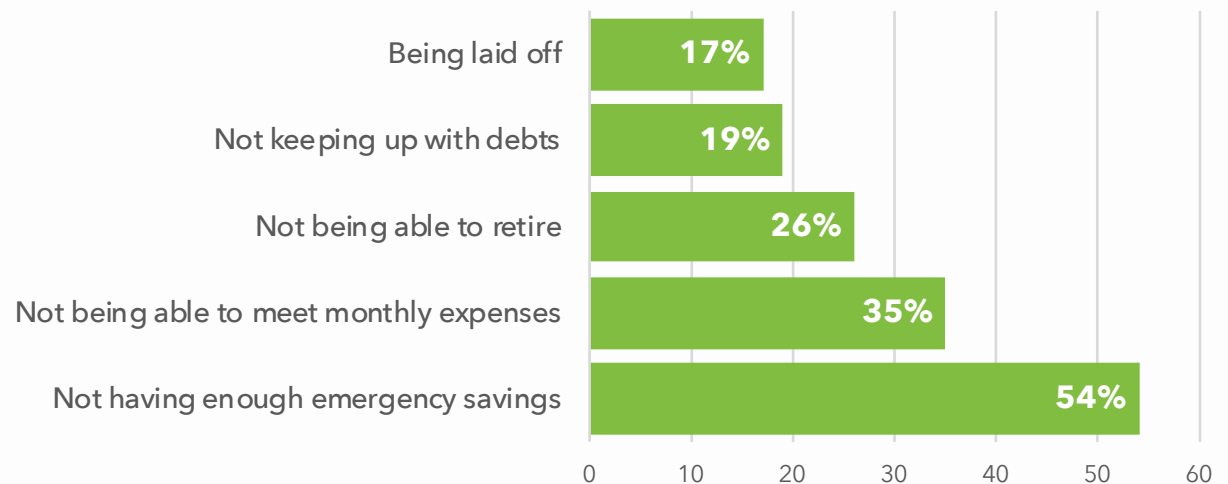
47%

of Americans live paycheck to paycheck.

State Street Global Advisors

## What are your top 2 financial concerns?

Annual pay under \$75K



Source: 2017 PWC Special Report: Financial Stress and the Bottom Line

# How Do Employees Deal With These **Real Life Issues?**

The issue for your employees is that when real life issues happen:  
*Washer breaks \* Family needs a new TV \* A medical emergency \* The car needs repair*

**They have limited credit options and these options will lead to financial stress due to their onerous terms**



## **Credit Card**

\$16,000 is the average credit card debt for those who carry a balance. 22% is the average interest rate for those with bad credit. **For 45 million Americans, using credit isn't possible because they don't have a credit score.**



## **Pay Day Loan**

12 million Americans use a payday loan annually. **The average APR on a payday loan costs 322%.** Roughly 60% of all loans are renewed at least once; 22% of all loans are renewed at least seven times.



## **Rent to Own**

4 million Americans use rent-to-own services. Interest rates of 100% or higher are often used with rent to own. **A \$600 television would cost more three times as much, resulting in a final price tag of \$1,800**



## **401K Loan**

About 21% of 401K plan participants who are eligible to take loans use this option, **stealing from their savings and retirement cushion.** Those likeliest to take this loan earn between \$40K-\$60K.

# What Does This **Cost My Business?**



ways in which financial stress of a company's employees can impact the business, including lost productivity, increased healthcare costs, and absenteeism.

47%

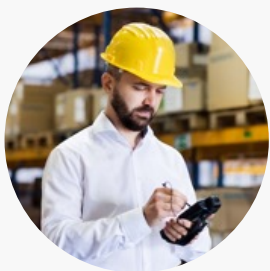
of those who feel stressed about their personal finances, tell us they miss work occasionally or that their productivity at work has been impacted by financial worries.

\$3.3M

Lost productivity for every 10K employees.

**Note:** PriceWaterhouseCoopers Sept 2017 study

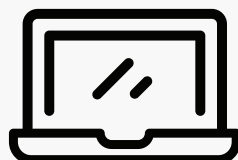
# A Real-World Example: Meet John



## John is a Production Supervisor

- He earns \$45,000 with 2 years of tenure
- He has limited credit options due to his income level
- John is a hard-working employee

Now, John's family urgently needs a new \$600 laptop



## What are John's Options?



**Credit Card**  
\$820 with interest costs



**Rent to Own**  
\$1800 total cost - 3x the price

**Paycheck Works Allowance = \$1,000**



Or, he could use Paycheck and pay the fair price - **\$600 with no interest, no fees, and no credit check** - over six months, with easy payroll deductions

# Paycheck Works.. Works for Everyone



## Executive's Perspective

Benefit: Financial stress is costing every company money and providing this service can eliminate stress. Additionally creating an employee retention tool is critical for every business

## Human Resources' Perspective

The Paycheck Works Employee Purchase Program is free to the company, and easy to administer via payroll deductions. And they do most of the work! Plus, there's a high ROI on invested time, and 15% employee penetration



## Employee's Perspective:

I have a real financial issue at home and I need to help the family. This program saves money and makes me feel like my company actually cares.





# Employee Purchasing Program Overview

## Employees' Experience



Easy online shopping for thousands of top name-brand items through convenient payroll deduction



Affordable, low payments with no interest or fees



No credit check



Comparable retail pricing



Convenient home delivery



Modern day department store with broad category selection

# Works as **Easy as 1-2-3**

Whether your employees have expressed concern about their personal finances or not, they're eager for help getting ahead financially.



## **Shop**

Visit customized shopping site to purchase a range of products, from kitchen appliances to work boots.

After you select the items you want and are ready to complete your order, select the "payroll deduction" option at checkout.



## **Receive**

After we receive and process your order, we'll drop ship your selections to you right away.

Paycheck Works ships the products as soon as a few days after purchase.



## **Pay**

The cost of your items will be subtracted from your paychecks over a six month period

# Comparing Prices

We are committed to fair, competitive and transparent pricing that gives your employees full control over their purchasing decisions.

Energy Star  
9.2cu Refrigerator



**Our Price: \$599**  
HSN: \$619

Caterpillar Men's Heavy  
Duty Work Boot



**Our Price: \$141**  
Shoes.com: \$140

Broil King Grill  
Signet 320



**Our Price: \$499**  
Lowes: \$529

Samsung Galaxy Tab  
A 16G 8.0



**Our Price: \$229**  
Amazon: \$179

Anolon Tri-Ply 12pc  
Cookware Set



**Our Price: \$399**  
Amazon: \$399

Safety 1st Grow & Go  
Air 3-in-1 Car Seat



**Our Price: \$199**  
HSN: \$199

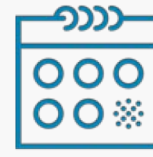
# Why Choose **Paycheck Works?**



Pricing is **transparent** and **comparable** to retail



No interest and **no fees**



Six-month financing means **responsible spending**



Improve employee **retention** and **productivity**



E-commerce store is **state of the art**



Paycheck Works **file exchange** is simple



Quick implementation process: **just 3-4 weeks**



Bolster your **benefits package** at no cost



# Selected Clients

References available upon request



Dawn Foods is in more than 70 countries and is committed to manufacturing and distributing the sweet bakery products to support customers of all sizes.



TopBuild is the largest purchaser, installer and distributor of insulation in the U.S. through its TruTeam<sup>SM</sup> and Service Partners<sup>®</sup> businesses.



Hosparus Health provides comprehensive care for patients and families facing serious illness. Today, Hosparus Health is one of the top 20 nonprofit hospice organizations in the United States, serving nearly 7800 patients and their families in 37 counties in Kentucky and Southern Indiana.



Creative Solutions currently owns and operates over 46 skilled nursing and 13 assisted living facilities with it's corporate offices located in Fort Worth Texas.



Representing over 15,000 Flight Attendants, our Members are diverse, compassionate individuals who provide and care for passengers across the Southwest Airlines system 24/7/365.



Since Boar's Head was founded in 1905, it sells over 500 food products in a multitude of states through its grocery partners.



# Next Steps



## Connect

Schedule a discovery call to introduce team members and gather information



## Demo

Demo the site and see how great it is for your employees



## Launch

Pick a launch date and see your employees smile!

Together, we can help your employees

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