

ELAN TRAINING FOR SUCCESS

Business Cards Rewards Summary Quick Reference Guide

| Earning Rewards | No. of the last | | | |
|-----------------------|--|---|---|---|
| | Visa* Business Real Rewards | Visa Business Cash | Visa Business Rewards PLUS | Visa* Business Company and CommUNITY |
| Base Earning Rate | 1.5 points for every eligible net \$1 in spend | 1% cash back for every eligible net purchase | 1.5 points for every eligible net \$1 in spend | 1 point for every eligible net \$1 in spend |
| Accelerated Earn Rate | N/A | 3% office supply stores, cellphone, landline, internet and cable TV services; 2% restaurants and gasoline | 3X points airfare, hotel or cell phone (whichever category has the greatest spend each month) | N/A |
| First-use Bonus | 2,500 points ² | \$25 ² | Spend \$2,000 in first 3 months, get 20,000 points ¹ | N/A |
| | ¹ Authorized Officer (AO) ea net purchases within the fir made by the Authorized Of | rns a one-time bonus of 20,000 p rst 3 months of the account being ficer on their card. | points after the AO makes a tota g booked. ² First-use Bonus is ea | l of \$2,000 or more in eligib rned only with a purchase |

Reward Redemption Options

All reward examples are subject to change without notice.

Real-Time Rewards

Real-Time Rewards is a redemption option cardmembers can establish to instantly redeem reward points for purchases via their mobile device.

- · Cardmember sets up Real-Time Rewards via their online account access site
- Text message is sent when a purchase they make meets the dollar threshold they have established
- They reply to the text message to either redeem their points for the purchase or decline the option

| Business Cash ³ earns 3% on | |
|--|----|
| office supply stores, cellphone | |
| landline, internet and cable | |
| TV services; 2% on restaurant | cs |
| and gasoline with no redemption | |
| caps. Redemption for cash | |
| back is in \$25 increments. | |

| | Cash Back⁴ | |
|-----------------------|---|--|
| | Business Real Rewards, Business Cash, and Business Rewards PLUS | Business Company and CommUNITY |
| Redemption Value | Unlimited 1% (100 points = \$1.00 cash back) | Unlimited 1% (100 points = \$1.00 cash back) |
| Redemption Increments | 2,500 points = \$25 | 2,500 points = \$25 |
| Redemption Cap | None | None |

³Cash back is the only redemption option available for the Cash Rewards card. ⁴Cash back rewards can be redeemed as a cash deposit to a checking or savings account held at your financial institution within seven business days or as a statement credit to their account within 1 to 2 billing cycles.

| Gift card | redemption valu | ies |
|------------|-----------------|-----|
| are a full | | |

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| | Giff (| Cards | |
|------------------|---------------------------|-------------------|------------|
| Business Real Re | wards, Business Rewards F | PLUS, Company and | CommUNITY |
| Starbucks | Fandango | Macaroni Grill | Amazon.com |
| Best Buy | Cabela's | Hyatt | Lowes |
| Staples | National Car Rental | Pottery Barn | Visa |

Hundreds of merchandise options available. Redemption options and values will vary and are subject to availability.

| | Brand Nai | ne Merchandise | |
|---------------------------|---------------|----------------------------|----------------|
| Sample Merchandise | | | |
| Talking Luggage Scale | 3,300 points | Cobra AMP Iron Set | 77,900 points |
| Bose Bluetooth Headset | 12,100 points | HP Touchscreen Computer | 150,000 points |
| Android 9.7" Tablet | 33,100 points | Wine Tour Experience | 313,400 points |

Airline Travel

Business Real Rewards, Business Rewards PLUS, Company and Committee

Travel redemption values are a full 1%.

Redemption is a straight point conversion at 1%. To calculate the points required for an airline ticket take the price of the ticket and divide it by 1%.

\$400 ticket ÷ 1% = 40,000 points 40,000 points x 1% = \$400 ticket

Airline Benefits

No blackout dates
No Saturday night stay
requirement
No advance booking
requirement
No seating restrictions
No origination or
destination restrictions
No airline restrictions

If a cardmember does not have enough points for a travel reward, they have two options:

- 1. Purchase additional points to reach the required number
 - · Points are purchased at a rate of \$0.03 per point (1000 points would cost \$30)
 - · Purchasing points can be done online at the Rewards Center site
 - · Points are available for use immediately after purchase
- 2. Redeem points for discount vouchers to use toward the purchase of a ticket
 - · Cardmember could purchase a \$100 discount voucher for 10,000 points
 - To purchase vouchers, contact the Rewards Center at 1.888.229.8864
 - · Discount vouchers are available for use immediately after purchase

| Choose Your Own Rewards | | |
|--------------------------|--|-----------------------------------|
| | Business Real Rewards and Business Rewards PLUS | Business Company and CommUNITY |
| Point Conversion | 100 points = \$1.00 | 100 points = \$1.00 |
| Minimum points to redeem | 2,500 points = \$25 | 2,500 points = \$25 |

Choose Your Own Rewards gives the cardmember the greatest flexibility available to use their reward points any way they choose. Cardmembers redeem points for a statement credit in the amount of any purchase they choose. With this option, the world is their rewards catalog. It's easy: If you can buy it with your card, you can pay for it with your reward points.

Redeeming for Rewards

Online – Visit the Online Account Access site linked through your financial institution's website

Phone - Contact the Rewards Center by phone at 1.888.229.8864