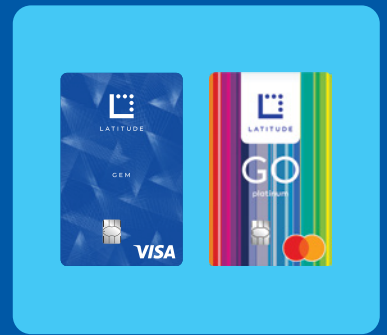


# Latitude Gem Visa credit card & GO Platinum Mastercard®

## MERCHANT FACT SHEET



Interest Free  
Payment plans

**Shop smarter with flexible, Interest Free Payment Plans from 3 - 60 months.**  
Plans vary by Retailer.

6  
MTHS

### 6 months Interest Free

The customer can get 6 months Interest Free on all everyday credit card purchases they make that are \$250 or more. GO Mastercard credit card customers however must opt into this feature via the Latitude app within 30 days of their purchase.

0-0

### Account Service Fee

A monthly account service fee of \$10.95 applies regardless of the number of Interest Free payment plans or everyday credit card purchases. The monthly account service fee will be charged on each statement, whether you have a debit, credit or zero balance.

%

### Annual percentage rate

Interest on everyday purchases is (27.99%) Interest on any outstanding balance once the interest free period has ended (29.99%)

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### Interest is NOT backdated

Interest is not backdated if the customer does not pay the balance before the Interest Free period expires. Interest is calculated on any remaining balance after the expiry date.

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### Statements

Statements are sent monthly

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### Payments

Latitude Service Centre, Latitude App, Australia Post, Direct Debit or BPay. See your product website or account statement for details.

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### No Early Payout Penalties

No penalty for paying off the balance early

## Repayment options (Plans vary by Retailer)



### Equal Monthly

Equal monthly payments but pay extra at any time. No interest as customer will know exactly what they are paying each month to pay the purchase amount in full before the interest free period ends. Available for select promotional periods.



### Minimum Monthly

Minimum monthly payment of 3% of the balance or \$25, whichever is greater but pay extra at any time. If the minimum amount is paid only, the purchase will not be paid off within the interest free period and interest will be incurred on any outstanding amount. Plans start from 6 months.



### Flexible payments

No set payments during the promotional period, but to avoid interest on any outstanding amount, the purchase must be paid off by the end of the promotional period. Plans start from 3 months.



## Acceptable ID

### Option 1

Any one of the following, must be current:

- Australian Driver's Licence
- Australian Learner's Permit
- Australian Digital Drivers License\* (SA, NSW, QLD & VIC only)

\*Can only be used in issuing State, e.g. SA licence can only be used in SA.

- Proof of Age / Photo card with address
- NSW Birth card with address

With your correct name, current address and date of birth. If your details are incorrect you will also need to provide one Secondary ID.

### Option 2

Any one of the following, plus one secondary ID document:

- Australian Passport
- Foreign Passport (with Accredited Translation)
- Pension Card
- Proof of Age card without address
- Australian Drivers Licence with no photo (WA Licence)
- NSW Birth card without address.

## Secondary ID

Any one of the following (must contain your current address):

- Centrelink Statement (less than 12 months old)
- Rates Notice (less than 3 months old)
- Utility Bill – Gas / Electricity / Water / Home Phone / Mobile Phone (less than 3 months old)
- Taxation Notice (less than 12 months old).

Customers may need to include proof of income.

Contact your Account Manager or call our Merchant Support team on: **1300 361 921**

Priority proof of income can be uploaded here:

<https://www.latitudefinancial.com/upload/>

# How to offer Latitude Interest Free payment plans.



## Why Latitude Interest Free plans are great for customers



Allows customers to **spread out the cost of larger purchases**



**One application** to access Interest Free plans



**Range of Interest Free periods** to choose from (3-60 months). Plans vary by Retailer



**One monthly service fee** with access to multiple plans



Allows customers to **bring forward purchases to when they need them**



**Payment plan options** (Equal Monthly, Minimum Monthly, Flexible payments. Plans vary by retailer)



**No penalty** for paying off the balance early



**Easy to track** with one view on the Latitude app

## How to talk about Latitude Interest Free plans with your customers

### When the customer enters the store (the best time)



*"Hi, just letting you know we are currently offering 25% off computers and 36 month Interest Free payment plans with a Latitude credit card. Let me know if you need any help"*

### Understanding your customers' needs



*"Interest Free payment plans on a Latitude credit card let you spread out the cost of the purchase over 3-60 months with one monthly account service fee. Is this something you might be interested in?"*

### Discussing payment options



*"Just letting you know we offer Interest Free payment plans on Latitude credit cards, which allow you to take home what you want today and pay over 3-60 months."*



*"Do you have a Gem Visa or GO Platinum Mastercard? Oh great! Then you can use your Latitude credit card to make a purchase on an Interest Free payment plan."*



*"On a 60-month Interest Free payment plan, on a Latitude credit card, the couch you are looking at today would be approximately \$40\* per month. Would you like to know more?" \*Example only*



*"GO Platinum Mastercard & Gem Visa are credit cards with Interest Free payment plans that enable you to spread out the cost of larger purchases over 3-60 months, allowing you to bring forward purchases to when you need them."*

It's important that the customer knows that **(1)** they are getting a credit card which has access to Interest Free plans **(2)** T&Cs, card fee and other charges apply. Exclusions may also apply **(3)** If they express no interest in an Interest Free payment plan then we stop offering it to them.

### Check if they're already a Latitude customer

**1.4M Australian customers already have a participating Latitude credit card.** So, your customer may already be approved to purchase on an Interest Free payment plan.

### Help your customer to determine their repayments

**Refer to the flyer to help them. Scan the relevant QR code to access the Latitude Gem Visa or Latitude GO Platinum Mastercard Interest Free repayment calculator.**

Gem



GO

