



The MESF has agreed with Clydesdale Financial Services (CFS) a comprehensive credit package that represents a major step forward for Approved Specialists.

In order that Approved Specialists can start to appreciate the benefits of the new relationship, below are the key elements of the credit package:

Credit can bring benefits to retailers in terms of increased sales, selling up to higher values, repeat spends etc.

Approved Specialists can achieve these objectives because CFS controls the point-of-sale environment.

The vast majority of shoppers use credit extensively and expect to be advised of credit offerings.

CFS is a responsible lender, part of the Barclaycard group, with an impeccable record. They have the right combination of credit packages, the right new business and admin systems and the right calibre of sales people.

Credit package for installed products – builds on the advantages you have over other forms of retailing.

Club Account – a card-based facility designed to encourage repeat business, it is unique in being able to combine elements of a revolving credit facility along with Interest Free and Buy Now Pay Later (BNPL), all on the one account. It is therefore ideal for small and larger purchases. Throughout the Interest Free period and the deferred period of BNPL, your customers will receive monthly statements detailing the condition of their account. Importantly, the MESF and you can use the statement itself for promotional messages or inserts for special offers, sales etc. If your customer decides to extend the BNPL option into a loan, interest only starts at the end of the BNPL period and is then charged on the daily outstanding balance, by far the fairest charging system. The card itself can be bespoke to the member.

Personal Loan Buy Now Pay Later – a traditional BNPL credit option is also available if you do not want a card-based facility.

Part of the appeal of CFS is their approach to new business; particularly its efficiency and simplicity.

Internet proposals – CFS operates its own Internet Credit System (ICS). The ICS facility offers rapid processing, typically taking only three minutes from time of data entry to a decision. The user-friendly screen application can also print the agreement to a convenient printer. The CFS 'ICS' is a 24/7 365 days per annum service.

Telephone proposals – for those members not wanting to use the internet, the Electronic Credit System (ECS) is an alternative. An easy five step credit proposal is completed with your customer and then telephoned across to the dedicated ECS call centre; when approved, a pre-completed agreement is faxed to the retailer by CFS.

Both new business proposal systems have been designed to deliver a 'there and then' customer service at the point-of-sale. The systems not only save retail staff time, but also guarantee that the all important finance agreement is accurate. An end to re-signing agreements is in sight!

The above details are but a taster of what CFS has to offer. Their experienced staff have been operating within the retail sector for many years, so you can expect some worthwhile and astute advice.

For more information contact CFS on 0870 333 6825
or website www.cfs-uk.com

