

JUST THE FACTS

CareCredit Basics for Spas and Hair Salons



What is CareCredit?

How is CareCredit different from general purpose credit cards? Why should I recommend it to my clients if I already accept other credit cards?

CareCredit isn't just another credit card—it is a healthcare credit card with promotional financing that can be used for the whole family. Clients appreciate and value CareCredit, and they can use it to return to their provider for ongoing care.

Clients can take advantage of special financing, like No Interest if Paid in Full Within 6, 12, 18 or 24 Months on purchases of \$200 or more. These special financing options help give them a comfortable way to fit payments into their monthly budget.*

I already accept other credit cards. If I accept CareCredit, what's in it for my business?

When you accept the CareCredit credit card, not only do you get paid in two business days, but you also receive:

- Access to a dedicated Practice Development Team that provides best practices for making the most of CareCredit.
- Listing on the Provider Locator on carecredit.com, which receives more than 1.5 million searches every month.¹
- Marketing materials, including copy for your website and social media, to help attract new clients to your spa or salon.

For which services can CareCredit be used by clients?

Clients can use CareCredit to pay for nearly any spa or salon service or product, except for recurring monthly package payments or gift certificates.* Services must be used on the day of purchase.

- Facials and skin care treatments
- Non-invasive body treatments
- Hydrotherapy
- Eyelash and hair extensions
- Personal care retail products
- Hair cut and coloring

How does CareCredit work for my business?

How do I implement CareCredit at my location?

CareCredit provides enrolled spas and salons with:

- A service provider portal to process payments online
- A customer service line you can call anytime for help
- A short application clients can complete via smart device to receive an instant credit decision

Your role includes 1) using our service provider portal to process payments online and 2) providing educational materials for clients to apply on their own.

CareCredit's flexible payment experience lets clients click a custom link or scan a QR code with their smart device to learn about financing, see if they prequalify (with

*¹See reverse for details.

CareCredit and Your Clients

no impact to their credit bureau score), apply and pay the same day.* Have questions? Just call our customer service line anytime.

How does CareCredit work for clients?

Are my clients really interested in promotional financing?

On average, 13,000+ people apply for the CareCredit credit card every day. And they are all types of clients with all types of income levels. In fact, many of the business owners who accept CareCredit also have and use a CareCredit credit card.

- **CareCredit cardholders have a 6.6X higher average ticket** than spending on a typical general purpose credit card.²
- **91% of cardholders say they would recommend CareCredit to a friend.**³

- **90% of cardholders say they are likely or very likely** to use their CareCredit credit card again.³

Our satisfied cardholders have more than \$39+ billion in available credit to spend on the care or services they want or need.

Where can my clients use CareCredit?

CareCredit is accepted at more than 250,000 provider and merchant locations nationwide for many kinds of care.

- Vision and Optical
- Hearing
- Dental
- Veterinary
- Dermatology
- Cosmetic and Beauty
- Healthcare Specialties
- Primary and Urgent Care
- Retail locations (including Rite Aid stores)

Cardholders can also use their CareCredit credit card for other specialties, such as weight loss surgery, chiropractic and podiatry.



Start accepting the CareCredit credit card

Call: (800) 300-3046, Option 5 to get started

Visit: carecredit.com/spa

 **CareCredit**[®]
Making care possible...today.

*Subject to credit approval. Minimum monthly payments required. See carecredit.com for details.

¹January-December 2020 Omniture Web Report.

²CareCredit 2020 Analytics and The Nilson Report—February 2021 ed., 50 largest U.S. Visa & Mastercard Credit Card Issuers data table.

³Cardholder Engagement Study, Q3 2020.