

XpressConversion POS Check Service

BancTech is proud to introduce you to a new conversion system with real time check authorizations from consumer banks.

More and more retailers across the nation are benefiting from check conversion—the process of converting paper checks to electronic items at the point of sale (POS). Point-of-sale *XpressConversion* POS Check Service lets you:

- Authorize checks in real time with funds held for you by banks in the VISA Check Network.
- Reduce paper handling at the point of sale.
- Reduce check acceptance costs and risks...even a guarantee option.



The POS Check Service is a practical solution for all merchants who accept paper checks at the point of sale.

Improvements for your retail business

The POS Check Service offers your business a variety of benefits:

- **No checks to deposit.** Eliminate bank deposits and return fees.
- **Streamlined back office.** No checks to count during end-of-day closing.
- **Limited risk.** Guarantee option! Plus, you know the check is covered when you have authorizations direct from consumer banks.
- **Fast availability of funds.** Automatic settlement, assuring speedy credit to your business checking account.

Improved Customer Service

What's good for your customers is good for your business. Your customers benefit from:

- Speed and convenience at checkout.
- Privacy...checks returned at POS minimized the exposure of personal check data.
- Better record keeping...transaction details appear on bank statements.

Service Options Put You In Control

- **Conversion Only.** The check authorization message is routed to your customer's bank or BancTech/ECHO's check database to determine whether account is open or closed. *You retain the risk.*
- **Verification with Conversion.** Checks are verified at your customer's bank for sufficient funds or are given an accept or decline decision based on access to BancTech/ECHO's database. *You retain the risk.*
- **Guarantee with Conversion.** Checks are guaranteed for payment. ***BancTech/ECHO assumes the risk.***

Easy Check Processing for Your Back Office

XpressConversion with VISA POS speeds up service at the POS and simplifies your back office processing too.

- No checks to list or verify.
- Complete on-line and terminal-based reporting.
- On-line reporting of your transactions.

Why Choose the *XpressConversion* POS Check Service?

In developing the POS Check Service, VISA drew on its experience as the world's leading consumer payments network. To learn more about the *XpressConversion* POS Check Service and the real-time check authorization it provides, contact BancTech at 877-823-8635 or via e-mail: sales@banctech.net.

Merchants Beware of New Card Fraud

Crooks are so creative! But don't let their ingenuity cost you money. A new credit card scam even took Senator John McCain, R-Ariz., and his wife, Cindy, for several hundred dollars in Arizona, where this scam first came to light.

The scam involves a pre-paid debit card called a NetSpend card, which is sold by check cashing agencies nationwide. Police say criminals purchase a temporary card, alter the original magnetic strip and then affix a stolen credit-card number to the back.

The NetSpend card, issued by Austin-based NetSpend Corp., is popping up in a number of fraud investigations. That's because NetSpend issues temporary cards that are easy to alter, said Detective Paul Weishaar of Phoenix police's Document Crimes Unit. The card is green in color, and has the size and shape of a credit card. The cards are also without embossed letters, another distinguishing characteristic, and for you the merchant, a good warning sign that the card may be counterfeit. If you're presented with one of these cards, use caution. If the mag strip is not functional, you should be VERY careful.

One female crook used a NetSpend card to purchase several hundred dollars in gift cards by using the McCain credit account. She was arrested July 15 on suspicion of credit card fraud and identity theft. Arizona police were tipped off by a merchant who tried to help the woman make a purchase.

Please be aware of any card that has a malfunctioning mag strip, and if it is a prepaid card from NetSpend, be extra vigilant.

State Farm Ranks Most Fiscally Fit U.S. Cities

State Farm Life Insurance Company recently announced the results of its Fiscally Fit Cities Report, revealing that fewer than half of American households are taking proper steps today to prepare for a secure financial future. The first study of its kind, the report provides a "check-up" of consumer personal financial health, city-by-city.

The report measures citizens in 50 metro areas on total Fiscal Fitness, with Salt Lake City topping the list. Fiscal Fitness was defined by investments, quality of life and life insurance coverage. Twenty-seven criteria were analyzed that demonstrate the steps Americans are taking today to prepare for tomorrow.

According to the State Farm report, the 10 most fiscally fit U.S. cities are:

1. Salt Lake City, Utah
2. Portland, Ore.
3. Tampa-St. Petersburg-Clearwater, Fla.
4. Pittsburgh, Pa.
5. Orlando, Fla.
6. Minneapolis-St. Paul, Minn.
7. Fort Lauderdale, Fla.
8. Seattle-Bellevue-Everett, Wash.
9. Indianapolis, Ind.
10. Phoenix-Mesa, Ariz.

Although the top 10 cities rank high comparatively in retirement investments, quality of life and life insurance coverage, the report finds significant areas of vulnerability and gaps of coverage in financial planning. In particular, none of the cities claimed higher than 47 percent of households with life insurance.

Another surprising finding was that areas with high household incomes are not saving money and protecting assets as well as other communities. Of the top 10 fiscally fit cities, only Minneapolis-St. Paul is in the top 10 of median household income. However, Orlando, Ft. Lauderdale, Tampa and Pittsburgh ranked high in fiscal fitness despite their ranking in the bottom quarter of median household income in the top 50 metro areas.