

Trane Dealer Promotional Pricing Sheet for Wells Fargo Home Projects Credit Card Program

Comfort Specialist Dealers who did NOT choose "CONSUMER FINANCE GROWTH BENEFIT" receive non-TCS rates

FINANCING: September 1, 2020 – Dec 31, 2020²



PLAN CODE	NO INTEREST IF PAID IN FULL WITH REGULAR MONTHLY PAYMENTS ^{1,3}	Premier 4% Discount	Prime 3% Discount	Select 1% Discount	NON-TCS Discount Rate ²
		PREMIER Discount Rate ²	PRIME Discount Rate ²	SELECT Discount Rate ²	
0006	No Interest if Paid in Full within 6 Months with regular monthly payments of 3.5% of the amount financed (\$40 min)	0.00%	0.00%	1.85%	2.85%
0012	No Interest if Paid in Full within 12 Months with regular monthly payments of 3.5% of the amount financed (\$40 min)	0.55%	1.55%	3.55%	4.55%
0015	No Interest if Paid in Full within 15 Months with regular monthly payments of 3.5% of the amount financed (\$40 min)	0.69%	1.69%	3.69%	4.69%
0018	No Interest if Paid in Full within 18 Months with regular monthly payments of 3.5% of the amount financed (\$40 min)	0.93%	1.93%	3.93%	4.93%
SPECIAL RATE WITH EQUAL MONTHLY PAYMENTS ¹					
0124	Special Rate of 0% APR with 24 equal monthly payments	6.01%	7.01%	9.01%	10.01%
0136	Special Rate of 0% APR with 36 equal monthly payments	7.84%	8.84%	10.84%	11.84%
0148	Special Rate of 0% APR with 48 equal monthly payments	9.08%	10.08%	12.08%	13.08%
0160	Special Rate of 0% APR with 60 equal monthly payments	10.53%	11.53%	13.53%	14.53%
0172	Special Rate of 0% APR with 72 equal monthly payments	12.36%	13.36%	Not Available	Not Available
LONG TERM SPECIAL RATE WITH EQUAL PAYMENTS ^{1,4} \$10,000 MINIMUM FINANCE AMOUNT					
3693	96 Months - 7.99% APR with equal monthly payments of 1.42% of the amount financed	4.00%	5.00%	7.00%	8.00%
3688	108 Months - 7.99% APR with equal monthly payments of 1.31% of the amount financed	5.00%	6.00%	8.00%	9.00%
3689	120 Months - 7.99% APR with equal monthly payments of 1.22% of the amount financed	6.00%	7.00%	9.00%	10.00%
3690	96 Months - 9.99% APR with equal monthly payments of 1.52% of the amount financed	0.00%	0.00%	1.75%	2.75%
3691	108 Months - 9.99% APR with equal monthly payments of 1.41% of the amount financed	0.00%	0.25%	2.25%	3.25%
3692	120 Months - 9.99% APR with equal monthly payments of 1.32% of the amount financed	0.00%	0.75%	2.75%	3.75%
SPECIAL RATE WITH CUSTOM MONTHLY PAYMENTS ¹					
0390	Special Rate of 3.90% APR with custom monthly payments of 1.75% of the amount financed	8.08%	9.08%	11.08%	12.08%
0590	Special Rate of 5.90% APR with custom monthly payments of 1.75% of the amount financed	4.08%	5.08%	7.08%	8.08%
0790	Special Rate of 7.90% APR with custom monthly payments of 1.75% of the amount financed	2.63%	3.63%	5.63%	6.63%
0990	Special Rate of 9.90% APR with custom monthly payments of 1.90% of the amount financed	0.68%	1.68%	3.68%	4.68%

¹Please refer to the Credit Card Agreement for details about credit costs and terms for consumers. Additional disclosures are required when advertising and promoting these credit terms. Please refer to the Advertising Guides by visiting the Online Resource Center at wellsfargo.com/retail-services and selecting "Advertising Resources" from the left navigation. Please refer customers to the Credit Card Agreement for details about credit costs and terms.

²The discount rate is the fee charged to you for regular or special terms; it will be deducted from the amount funded to you. We may change the discount rate structure in any way at any time.

³This is a deferred interest promotion. This means that if the purchase balance is not paid in full within the special terms promotional period, interest will be charged to the account from the purchase date at the regular APR for Purchases. Making only regular monthly payments will not pay off the purchase balance within the promotional period.

⁴The percentages (payment factors) used to calculate the payment are estimates only. The actual payment amount may vary.

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