



# U.S. Bank Focus Card

Strategic Leadership. Superior Solutions.  
Trusted Partnership.

# Reasons people don't have checking accounts



## Cost

\$7-15 per month\* for basic checking



## Minimums

Most checking accounts require a minimum balance



## Restrictions

Recurring direct deposits are often required



## Eligibility

Can't get one because of poor account history

And some people simply do not want a traditional checking account.



\*Data source: <https://www.mybanktracker.com/news/checking-account-fee-comparison-top-10-us-banks/>



# Your payroll advantages

# The support of our team



## Collaboration

Exceptional service from kickoff through implementation



## Focus

Your goals are our top priority



## Support

We are your guide through the entire process



# Adherence to compliance



## Regulations

Prepaid programs must follow Federal and state laws and payroll regulations, including the CFPB Prepaid Rule



## Experts

Our regulation experts guide program design, implementation and promotion



## Monitoring

We continually monitor changes in regulation process





# How it works

# How the Focus Card works



- Anyone can qualify – no bank or credit check required
- Payments are deposited automatically
- Cardholder Convenience
  - Get cash from the ATM
  - Pay for day-to-day items
  - Pay bills / shop online
  - Bank teller assisted withdrawal
- Easy mobile app access
- Protected from unauthorized use and FDIC-insured



# Focus Card welcome kit for new cardholders



- Plastic
  - Personalized
- Card Carrier
  - Activation instructions
  - Direct deposit account information
  - Includes fee schedule
- Cardholder Agreement
  - Terms & conditions
- User Guide
  - How to use card
  - How to check balance

Card Carrier, Cardholder Agreement and Usage Guide are also provided in Spanish.



# Sample cardholder fee schedule

## Most Common Fees<sup>1</sup>

Activity	Cost	
<u>ATM</u>	<u>Withdrawal</u>	<u>Bal Inquiry</u>
In-network ATM*	\$0	\$0
Out-of-network ATM	\$1.75	\$1
International ATM	\$3	\$1
<u>Inactivity</u> (after 90 consecutive days)	\$2 per month	
<u>Card Replacement<sup>2</sup></u>	One free per rolling year	
Standard	\$5	
Expedited	\$10	
Overnight	\$20	
<u>International transaction</u>	3% of transaction amount	
<u>Cash Withdrawals</u>		
Teller-Assisted	\$0.00	
Point-of-Sale	\$0.00	

## No fee for the following:

- Monthly account maintenance
- POS domestic purchase
- In-network\* ATM
- Teller cash withdrawal
- Customer service

\*In-network ATMs consist of over 30,000 U.S. Bank and MoneyPass<sup>®</sup> locations.

[www.usbank.com/locations](http://www.usbank.com/locations) and  
[www.moneypass.com](http://www.moneypass.com)

<sup>1</sup> Cardholder fees subject to change, where allowed by law.

<sup>2</sup> Expedited and overnight delivery fees are in addition to standard card replacement fee. One free per rolling year is only for standard card replacements.



# Benefits for your employees

# Cardholder Benefits



**Easy to  
enroll**



**Easy to  
use**



**Safe and  
secure**



**Optimal cardholder  
experience**

A true employment benefit, not just a payroll alternative



# Ways to access money<sup>1</sup>

Cardholders can easily access all of their money.



**Point-of-Sale**



**ATM**



**Teller cash  
withdrawal**



**Convenience  
check<sup>2</sup>**



<sup>1</sup> See Fee Schedule for details.

<sup>2</sup> Certain conditions, limitations and restrictions apply in the use of convenience checks. This feature may or may not be enabled for your program.

# Focus Card Features



## Savings Account

- Interest-bearing
- On-demand transfers



## Cash Back Rewards

- No promo codes or coupons
- Deposited each month



## Reload Networks<sup>1</sup>

- Load other direct deposits, cash or checks
- Multiple networks



## Companion Card

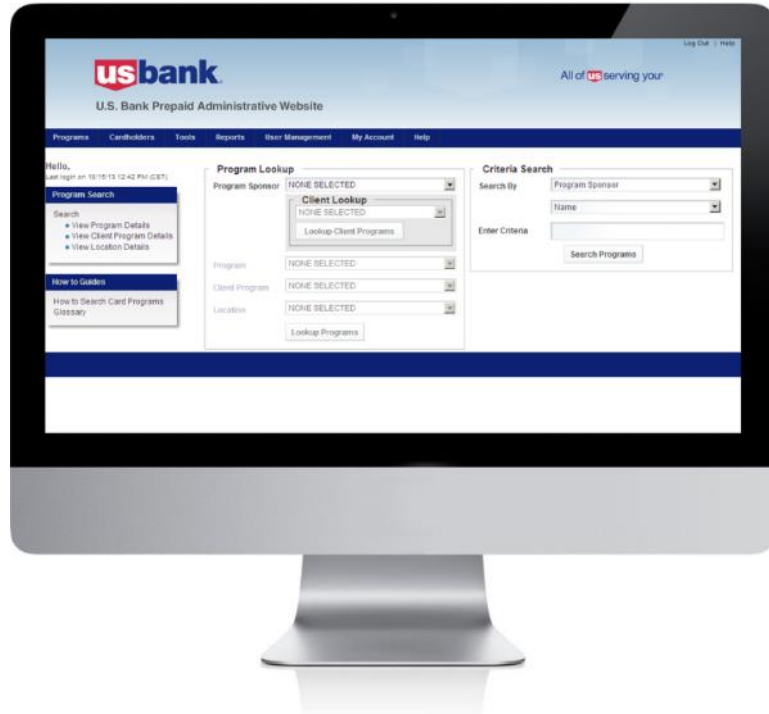
- Create a card for a secondary account holder
- Account holders share the same funds





# Features for our clients

# U.S. Bank Administrative Website



## Designed for your key tasks

- Register cardholders, research payroll and history
- Update employee demographic data (i.e. address, DOB)
- View/print standard reports
- Initiate a work ticket to U.S. Bank for issue resolution



# Card registration and funding options

## Registration via administrative website

- Individual cards
  - Order personalized card

## Funding cards

- ACH Direct Deposit (through existing HRMS)
  - View loads on administrative website

# Thank you



**If you have questions or would like to implement the Focus Card program, please contact:**

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