SIG ALERT

Signature Card Services' Sales Agent Newsletter

April 2007

Sales Opportunity! Important Changes For Wireless Merchants!

If your merchants use a wireless terminal to conduct their transactions, please read this notice very carefully.

Velocita recently announced that they will be de-commissioning 106 wireless towers throughout the United Stated by June 30, 2007. According to Velocita, these towers were strategically selected based on current usage patterns to minimize impact to users. For more information on this, you can visit the Velocity website at www.velocitawireless.com.

Merchants using Nurit 2090, 3010, or 8000 series wireless terminals might be affected by this change. Some terminals utilize other networks and thus will not be affected. A general rule of thumb is that terminals with stickers on the bottom with MAN and ESN numbers might be impacted.

All potentially affected merchants are in the process of being notified by Signature.

Velocita's announcement has created a unique opportunity for you as an agent to upgrade and migrate your merchants to other wireless solutions.

Contact Signature today at (888) 334-2284 or at downloads@signaturecard.com to discuss information regarding wireless terminals and networks, pricing, and the newest wireless options for your merchants, including the Nurit 8000 GPRS and Way Systems!

If you've ever wondered if a particular terminal will work with a particular front-end or for a particular industry, then be sure to check out the Equipment Center section of SigAgents.

It has several terminal matrices, showing you what works where!

New Application Version 3.5 Ready For Use!

The latest version of the combined Merrick and Westamerica merchant application is hot off the presses and ready for download from www.sigagents.com !

The most significant changes in this version include an expanded site survey section and a combined signature page.

The updated site survey report will significantly reduce the number of questions from our Underwriting Department, meaning you can count on your merchants being approved, downloaded, deployed, and processing even faster than before.

And remember: the faster your merchants start processing the faster you get paid out for re-program and new application bonuses!

Previously, two signature pages were required for corporations and limited liability companies. With the most current revision of our merchant application, everything the principal needs to sign has been consolidated into a single page. That's less paperwork for you to keep track of and submit for your merchants so you can move on to your next sale even faster

than before!

In this version we've retained the ability to pass through pin-based debit network fees directly to a merchant. There is a checkbox that must be checked in order for the merchant to be setup with pin-based debit acceptance. Make sure to check this box and also fill in the pin-based debit transaction fee in the *Per Item / Occurrence* section.

If you have questions about the new application or our latest streamlined underwriting guidelines, contact us today at underwriting@signaturecard.com .