



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's a health, wellness and personal care credit card with everyday promotional financing that can be used for spa and hair salon services and retail products.

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.* With these special financing options, your clients may return more frequently to purchase their favorite spa services and retail products.

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

Your clients will appreciate having the option of everyday promotional financing offered by CareCredit to help them pay for spa and hair salon services. Here's what that can mean for your business:

- **Sell more packages.** Your clients can purchase spa packages and bundled services (to be used within 90 days) in one transaction.
- **Increase your average ticket.** If your clients want to indulge at home, they can bundle retail products into their purchase along with the services they enjoyed that day.
- **Build client loyalty.** Your clients may return more often and spend more to capture that rejuvenated feeling they love.

What services can clients use CareCredit for?

Clients can use CareCredit to pay for nearly any spa or salon service or product, except for recurring monthly package payments or gift certificates.* Clients can use the card for:

- Facials and skin care treatments
- Eyelash and hair extensions
- Non-invasive body treatments
- Retail products
- Hydrotherapy
- Hair cut and coloring
- And more

How does CareCredit work for my business?

Is CareCredit easy to use?

How are transactions processed?

CareCredit has a secure online system that gives spas and hair salons a way to process transactions on the CareCredit Provider Center. With the CareCredit custom link, cardholders can also use their card to pay you online. You can access daily funding and other key reports, making financial reconciliation a breeze.

*See reverse for details.

What are the processing fees for my business? Can I choose which financing options I want to offer?

Processing fees depend upon the special financing options you choose to offer in your spa or salon. Selected options must be consistently communicated to all clients, without exception. You can choose which options to offer, but 6 months promotional financing is always available on purchases of \$200 or more.

What is my involvement in this process? How do clients apply for CareCredit?

CareCredit provides your business with resources, training and support. Spas or hair salons that accept the CareCredit credit card get a custom link that delivers a digital, self-guided payment experience your clients will appreciate.

Clients can simply click your custom link or scan your QR code with their smart device to learn about financing, see if they prequalify (with no impact to their credit score), apply and pay.* They'll receive an instant credit decision and, if approved, can use their new CareCredit credit card account to pay for services and products the same day.

What are other benefits CareCredit offers my business?

CareCredit offers free resources such as brochures, displays and handouts, making it easy for your team to share financing options with your clients. In 2022, CareCredit created 240+ million marketing connections with cardholders through direct mail and email.

How does CareCredit work for clients?

Can my clients use CareCredit to pay for packages or services that are used over a set period such as 90 days?

Yes. Your clients can use one transaction with the CareCredit credit card to finance packages, bundled services and treatment plans that will be rendered within 90 days of the initial purchase, versus making three separate transactions. CareCredit cardholders can pay via your custom link and QR code, or at carecredit.com on their own device.

Are my clients really interested in promotional financing?

On average, 19,000+ people apply for the CareCredit credit card every day.** In fact, 1 in 10 U.S. residents have or have had a CareCredit credit card.¹

- **89% of cardholders say they would recommend CareCredit to a friend.**²
- **80% of cardholders say they are likely to use their CareCredit credit card again.**²

Where can my clients use CareCredit?

CareCredit is accepted at more than 266,000 provider and retail locations nationwide for many kinds of care.

- Vision and Optical
- Hearing
- Dental
- Veterinary
- Dermatology
- Cosmetic Surgery
- Healthcare Specialties
- Primary and Urgent Care
- Select Retail Locations (including Rite Aid Stores)



800-300-3046, Option 5 | carecredit.com/spa

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

**Includes all prequalified offers of credit.

¹Health & Wellness 2022 Analytics and 2022 U.S. Census Bureau.

²CareCredit Cardholder Engagement Study, 2023.