

# My credit options guide<sup>®</sup>

1 self-assessment

2 product options

3 next steps

## Uncovering your Wells Fargo credit options in 3 easy steps

Wells Fargo is committed to providing you with the information you need to make decisions about credit. This guide is the first step toward exploring the Wells Fargo credit options that may be available to you. A conversation with Wells Fargo will help you focus on the specifics of your unique situation, so you can take the necessary actions as you're ready to move forward.

**Date:** March 9, 2018

**Prepared by:** Sample Customer

Together we'll go far



# 1 2 3 My Self-Assessment

My credit need: Large/Major Purchase

We want you to know the condition of your financial health, because it's the first step toward making informed decisions. Two key indicators to this health are credit score and debt-to-income ratio – the amount of your debt relative to your income. On this page, we've put context around the credit information you supplied to help you understand what your numbers mean and how they could affect your borrowing decisions.

Note: My Credit Options Guide is not a credit application or meant to be a denial or approval of credit. The accuracy of the assessment and product options are based on the accuracy and completeness of the information provided by you. Regardless of the results of the assessment, you may still apply for any of our credit products, including those not included in the Guide.

## My self-stated credit score = Good

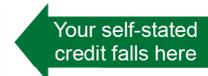
Your credit score is one key to reaching your goals - not only when you're applying for credit, but also when you're looking for a job, renting, or setting up cell phone service.

Visit [wellsfargo.com/smartercredit](https://wellsfargo.com/smartercredit) to learn more about establishing or improving your credit, get tips on how to manage your debt, and more.

**Please note:** For this assessment, we never pull your credit score or run a credit report. It's simply an evaluation based on the information you supplied.

Credit scores are generally viewed as:

|                            |
|----------------------------|
| 760 & above<br>(Excellent) |
| 700 - 759<br>(Good)        |
| 621 - 699<br>(Fair)        |
| 620 & below<br>(Poor)      |



## My debt-to-income ratio = 29%

Your **debt-to-income ratio (DTI)**, also known as debt-service ratio, (monthly debt payments ÷ monthly income = DTI), which is based on information in the table below, is the percentage of your gross income that's used toward paying your monthly recurring debt payments.

The debt-to-income ratio displayed below contains basic information and may not be comprehensive for all your personal expenses.

| Gross monthly income        | \$7,500        |
|-----------------------------|----------------|
| <b>Monthly debt</b>         |                |
| Rent                        | \$0            |
| Home Loan(s)*               | \$1,737        |
| Auto Loan(s)                | \$0            |
| Credit Card(s)              | \$88           |
| Student Loans(s)            | \$152          |
| Personal Loan(s) or Line(s) | \$173          |
| Other Liabilities           | \$0            |
| <b>Total Debt</b>           | <b>\$2,150</b> |
| <b>Debt-to-income ratio</b> | <b>29%**</b>   |

\* Home loans could include 1<sup>st</sup> mortgage, 2<sup>nd</sup> mortgage, vacation home, etc.  
 \*\* This assessment may not reflect all of your outstanding debt. Please carefully review and update any information if needed.

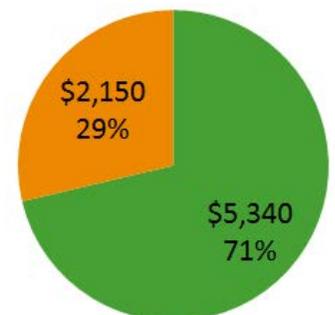
### The impact on your budget

Your DTI ratio is an important personal financial indicator. It should serve as a factor in making informed credit choices and is a useful way for you to gauge your comfort level with your current debt level and/or ability to borrow more. **Remember DTI is based on your gross monthly income - before taxes are taken out - not on the amount you actually take home.**

Although Wells Fargo uses DTI to consider your outstanding credit relative to your income to evaluate your ability to repay what you borrow, you make the final decision. This assessment is meant to help you take control over the amount you're comfortable borrowing and the monthly payments you're comfortable fitting into your budget. This ratio reflects your situation prior to any new borrowing, so be sure to consider the impact to your ratios and your budget if and when you should take on more debt.

Wells Fargo considers different ratios, depending on the size, purpose, and type of loan. Your particular ratio, in addition to your overall monthly income and debt, will be weighed when we look at your situation.

- Income needed to pay monthly debt
- Remaining monthly income



# 1 2 3 My Product Options

My credit need: Large/Major Purchase

Based on what you've told us, a Wells Fargo product may help you reach your financing goal. Start with the table below which outlines options you may want to pursue and compare them to any existing line of credit products you may already have with Wells Fargo or other financial institutions. But first weigh the benefits, considerations, and rates and fees when deciding if additional or higher monthly payments work with your budget.

Note: The Credit Options Guide will not present your existing Wells Fargo lines of credit or credit card as a product option. As you review your options please consider how these accounts factor into your situation.

## My product options at a glance

For details about each of these product options please refer to the product summaries on the following pages.

|                                    | <a href="#">Wells Fargo Cash Wise Visa® Card</a> | <a href="#">Personal Loan</a> | <a href="#">Personal Line of Credit</a> |
|------------------------------------|--|-------------------------------|---|
| Predictable monthly payment amount | No   | Yes                           | No                                      |
| Interest rates                     | Introductory and variable**                      | Fixed                         | Variable                                |
| Ongoing access to available credit | Yes  | No                            | Yes                                     |
| Unsecured or Secured*              | Unsecured  | Unsecured                     | Unsecured                               |

\* If you don't repay your collateral-based loan or line of credit, you could lose the asset (e.g., home, car, recreation / sports vehicle, deposit account) used to secure the loan or line of credit.

\*\* Please note that credit cards have variable rates that change over time. You need to consider the introductory rate, how long it is good for, and the rate after it expires.

## My notes:

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# 1 2 3 My Next Steps

My credit need: Large/Major Purchase

With the credit information you've supplied and available product options, you're ready to make a plan. And we're here to help. Look through these steps, and take control of your financial future.

## Planning what's next

- Review your guide. You can choose to apply for a product today or keep and review your guide until you are ready for the next step.
- Ensure you have provided all of your relevant assets as that may increase the number of your options.
- Understand your borrowing options:
  1. Is the interest rate fixed or variable?
  2. How long is the term to pay back the principal?
  3. What will be the resulting monthly payment?
  4. What are the total costs including closing costs, annual fees, or additional account fees? Are there penalties for paying a loan off early?
  5. Review your qualifying rates and product fees.
  6. Consult your tax advisor about any tax implications, including potential deductibility of interest.
  7. Review your existing line(s) of credit to determine if funds are available as an option to meet your credit need(s).
- Be proactive in maintaining your credit health:
  - Visit the Wells Fargo **Smarter Credit**™ resource center at [www.wellsfargo.com/smartercredit](http://www.wellsfargo.com/smartercredit) and set up your plan.
  - Track where your money goes and keep your bills paid on time by keeping an eye on every purchase and payment made with your Wells Fargo accounts using My Spending Report - Wells Fargo's free online money management tool.
- Within your guide, there are product option and other web links that will take you to relevant information on [wellsfargo.com](http://wellsfargo.com). A copy of your guide has been saved in the Financial Documents section of your Wells Fargo account online.
- Sign in to [My Credit Options Guide](#) to access and review your previously completed guide(s). You may also want to create new guides as your financial situation changes.

### SAMPLE Summary

**Credit need(s):**

Large/Major Purchase

**Total amount of need(s):**

\$4,300

**Self-stated credit rating:** Good

**Debt-to-income ratio:** 29%

**Product options for consideration:**

- [Wells Fargo Cash Wise Visa® Card](#)
- [Personal Loan](#)
- [Personal Line of Credit](#)



# Product Summary

My credit need: Large/Major Purchase

## Wells Fargo Cash Wise Visa® Card

### Benefits:

- Earn unlimited 1.5% cash rewards on purchases.<sup>1</sup>
- Cash rewards do not expire as long as the account remains open.
- Rewards may be redeemed for cash with a Wells Fargo Debit or ATM card at Wells Fargo ATMs (\$20 increments)<sup>2</sup>, deposited directly to your Wells Fargo savings or checking account<sup>2</sup>, or applied as a credit to your qualified Wells Fargo mortgage principal.<sup>3</sup>

### Considerations:

- Review your existing Wells Fargo credit accounts to determine if other funds are available as an option.
- Wells Fargo provides many other credit cards for you to consider. To learn more, visit [wellsfargo.com/cardcomparison](http://wellsfargo.com/cardcomparison).
- Required minimum monthly payments may be low, but it will take you longer to pay off your balance if you only make minimum monthly payments.

### Terms:

- No annual fee.

## Interest Rates and Interest Charges

|   |  |
|---|--|
| <b>Annual Percentage Rate (APR) for Purchases</b>                         | <b>0.00%</b> introductory APR for 12 months.<br>After that your APR will be <b>14.24% to 26.24%</b> , based on your creditworthiness. This APR will vary with the market based on the U.S. Prime Rate.   |
| <b>Annual Percentage Rate (APR) for Balance Transfers</b>                 | <b>0.00%</b> introductory APR for 12 months.<br>After that, your APR will be <b>14.24% to 26.24%</b> , based on your creditworthiness. This APR will vary with the market based on the U.S. Prime Rate.  |
| <b>APR for Cash Advances and Overdraft Protection Advances</b>            | <b>25.24% to 27.24%</b> , based on your creditworthiness.<br>This APR will vary with the market based on the U.S. Prime Rate.  |
| <b>How to Avoid Paying Interest on Purchases</b>                          | Your due date is at least 25 days after the close of each billing period. We will not charge you interest on purchases if you pay your entire balance by the due date each month.  |
| <b>Minimum Interest Charge</b>  | If you are charged interest, the charge will be no less than \$1.00.   |
| <b>For Credit Card Tips from the Consumer Financial Protection Bureau</b> | To learn more about factors to consider when applying for or using a credit card, visit the website of the Consumer Financial Protection Bureau at <a href="http://www.consumerfinance.gov/learnmore">http://www.consumerfinance.gov/learnmore</a> . |

Important disclosure information is continued on the next page.

| Fees   |  |
|--|--|
| Annual Fee   | None   |
| <b>Transaction Fees</b> <ul style="list-style-type: none"> <li>● Balance Transfers</li> <li>● Cash Advances</li> <li>● Overdraft Protection Advances</li> <li>● Foreign Currency Conversion Fee</li> </ul> | Introductory fee of either <b>\$5</b> or <b>3%</b> of the amount of each balance transfer, whichever is greater, for 12 months. After that, up to <b>5%</b> for each balance transfer, with a minimum of <b>\$5</b> .<br>Either <b>\$10</b> or <b>5%</b> of the amount of each advance, whichever is greater.<br><b>\$12.50</b> if the total of overdraft protection advances for the day is \$50 or less; <b>\$20</b> if the total of overdraft protection advances for the day is greater than \$50.<br><b>3%</b> of each transaction converted to U.S. dollars. |
| <b>Penalty Fees</b> <ul style="list-style-type: none"> <li>● Late payment</li> <li>● Returned Check or Returned Payment</li> </ul>   | Up to <b>\$37</b><br>Up to <b>\$37</b>   |

### How we will calculate your balance

We use a method called "average daily balance (including new purchases)".

### Eligibility for introductory rate(s), fees, and bonus rewards offers

**You may not be eligible for introductory annual percentage rates, fees, and/or bonus rewards offers** if you opened a Wells Fargo Credit Card within the last 15 months from the date of this application and you received introductory APR(s), fees, and/or bonus rewards offers, even if that account is closed and has a \$0 balance.

### How we will calculate your variable APRs

- Unless an introductory or promotional APR is in effect, we will add a "Margin" to the U.S. Prime Rate to determine your standard variable APR. For each billing period we will use the U.S. Prime Rate, or the average of the U.S. Prime Rates if there is more than one, published in the Money Rates column of *The Wall Street Journal* three business days prior to your billing statement closing date. If the U.S. Prime Rate is not published or is otherwise unavailable, whether temporarily or permanently, we will select a substitute index that we believe, in our sole discretion, to be similar to the U.S. Prime Rate. The U.S. Prime Rate is 4.50 percentage points as of 03/06/2018.
- The "Margin" for purchases and balance transfers will be 9.74 to 21.74 percentage points, based on your creditworthiness.
- The "Margin" for cash advances and overdraft protection advances will be 20.74 to 22.74 percentage points, based on your creditworthiness.

Wells Fargo reserves the right to change terms, rates (APRs) and fees, at its discretion in accordance with the Consumer Credit Card Customer Agreement and Disclosure Statement ("Agreement") for your account and applicable law.

**You may not qualify for the lowest APRs disclosed above. The APRs applicable to your account will be determined by our review of your credit report, information you provide on your application, and other relevant information available to us.**

### Application of payments

Generally, we will apply your minimum payment first to lower APR balances (such as Purchases) before balances with higher APRs (such as Cash Advances). Payments made in excess of the minimum payment will generally be applied to balances with higher APRs first before balances with lower ones.

### Overdraft protection

If you choose to link your Account to your Wells Fargo checking account for Overdraft Protection, please note the following. If you have a joint checking account, you will be responsible for all advances, including interest and charges, from your credit card to cover overdrafts, regardless of who writes the check, makes the debit card purchase, or engages in any other transaction that causes the overdraft. Depending on your account terms, an Overdraft Protection Advance Fee may be charged to your Account each day an Overdraft Protection Advance is made, and interest will accrue from the date each advance is made. Your credit card must be activated; if it is not activated, no money will transfer to cover the overdraft. Once your credit card has been activated,

Important disclosure information is continued on the next page.

please allow up to 3 business days for your Overdraft Protection service to be fully enabled. Refer to the Consumer Credit Card Customer Agreement and Disclosure Statement for details. Please note that you may also be able to link your Wells Fargo savings account to your Wells Fargo checking account for Overdraft Protection. No interest is charged on Overdraft Protection transfers from your savings account; however, Overdraft Protection transfers from a savings account count towards the Regulation D and Wells Fargo combined total limit of 6 transfers and withdrawals per monthly fee period. If the limit is exceeded, an excess activity fee for each transfer or withdrawal will be assessed. If the limit is exceeded on more than an occasional basis, your savings account could be converted to a checking account or closed.

This information about the cost of the credit card account described in this disclosure is accurate as of February 2018. This information may have changed after that date. To find out what may have changed, call 1-800-642-4720.

1. 1.5% cash rewards are earned for every \$1 spent in net purchases (purchases minus returns/credits) on the Credit Card account. ATM transactions, cash advances of any kind, balance transfers, SUPERCHECKS™, cash equivalents such as money orders and prepaid gift cards, casino gaming chips, wire transfers, off-track wagers, lottery tickets, or bets or wagers transmitted over the internet, fees or interest posted to a linked account, including but not limited to returned payment fees, late fees, and monthly or annual fees, do not earn cash rewards. Refer to the Summary of the Wells Fargo Rewards(R) Program Terms and Conditions and Addendum for the Wells Fargo Cash Wise Visa(R) Card for further details.

2. Cash redemption options by phone or online are redeemable in \$25 cash reward increments only. Cash redemptions by withdrawal from a Wells Fargo ATM or a rewards redemption to an eligible Wells Fargo account from a Wells Fargo ATM are redeemable in \$20 cash reward increments only. You must have a Wells Fargo Debit or ATM Card in order to redeem rewards at a Wells Fargo ATM.

3. Rewards redeemed as a credit to a qualified Wells Fargo mortgage, loan or credit product are applied toward your principal balance. You must still make regularly scheduled payments.

You can find the most current Program Terms and Conditions at [MyWellsFargoRewards.com](http://MyWellsFargoRewards.com) or by calling the Wells Fargo Rewards Service Center at 1-877-517-1358.

# Product Summary

My credit need: Large/Major Purchase

## Personal Loan

### Benefits:

- Competitive fixed rate and monthly payment and no collateral required
- No origination fee or prepayment penalty
- Easy online application, signing and funding

### Considerations:

- Review your existing Wells Fargo credit accounts to determine if other funds are available as an option.
- Wells Fargo also provides many other products available for you to consider.
- Interest rate is often higher than secured loans.

### Terms:

- Loan terms of 12 to 60 months gives you flexibility to choose an option that fits your needs.
- No origination fee and no pre-payment penalty.
- May qualify for a customer interest rate discount with automatic payments.<sup>1</sup>

|  |   |
|--|---|
| <b>Annual Percentage Rate (APR) Range:*</b><br>9.24% - 16.24%                                | <b>Monthly Payment Range on \$4,300 loan:*</b><br>\$137.22 - \$151.69   |
| 75% of customers with your self-stated credit score fall into the rate range provided above. | 36-month term used for payment range. Other term options are available. |

\*These results are as of the date of this document. The estimated rate and payment amount shown are examples and may not reflect the loan amount you may qualify for once you submit an application. Your loan amount, Annual Percentage Rate (APR), and payment amount will be based on the specific characteristics of your credit application including, but not limited to, evaluation of credit history, amount of credit requested, and geographic location. The interest rate is fixed for the life of the loan. Your interest rate or APR will be determined when a credit decision is made and may be higher or lower than the rates published here. All loans are subject to credit approval and income verification. Certain restrictions apply. Loan terms range from 12 to 60 months depending upon the loan amount.

<sup>1</sup> To qualify for a customer relationship discount, you must maintain a qualifying Wells Fargo consumer checking account and make automatic payments from a Wells Fargo deposit account. Only one relationship discount may be applied per application. To learn which accounts qualify for the discount, please consult a Wells Fargo banker. If automatic payments are not selected, or are canceled for any reason at any time after account opening, the interest rate and the corresponding monthly payment may increase.

# Product Summary

My credit need: Large/Major Purchase

## Personal Line of Credit

### Benefits:

- Ready access to funds for planned, unplanned and ongoing expenses.
- Competitive variable interest rate
- Lines from \$3,000 to \$100,000 and no collateral required.

### Considerations:

- Review your existing Wells Fargo credit accounts to determine if other funds are available as an option.
- Wells Fargo also provides many other products available for you to consider.
- Interest rate is variable and can rise.

### Terms:

- May qualify for a customer interest rate discount with automatic payments.<sup>1</sup>
- \$25 Annual Fee

#### Annual Percentage Rate (APR) Range:\*

9.5% - 16%

This APR will vary with the market based on the U.S. Prime Rate ("Index Rate"). The *Wall Street Journal* prime Rate, Western Edition used for this calculation is 4.50%. 75% of customers with your self-stated credit score fall into the rate range provided above.

#### Monthly Payment Range on \$4,300 personal line of credit. Pay interest on only the amount you owe.\*

\$77.04 - \$100.33

Payment amount will vary based on current balance due and variable APR. Minimum Payment Due is calculated as the greater of \$25 or 1% of the principal balance plus interest and fees as of the periodic statement date, plus the total of all Interest, Fees and Other Charges assessed to the account during the periodic billing cycle, plus any Past Due from the previous statement.

**Annual Fee: \$25**

\*These results are as of the date of this document. The estimated rate and payment amount shown are examples and may not reflect the line of credit amount you may qualify for once you submit an application. Your line of credit amount and Annual Percentage Rate (APR) will be based on the specific characteristics of your credit application including, but not limited to, evaluation of credit history, amount of credit requested, and geographic location. The Line of Credit Annual Percentage Rate (APR) is variable based on the U.S. Prime Rate published in The Wall Street Journal Money Rates table and is subject to change. Interest will begin to accrue on the date an advance posts to your account. All lines of credit are subject to credit approval and income verification. Certain restrictions apply. There is a \$25 annual fee.

<sup>1</sup> To qualify for a customer relationship discount, you must maintain a qualifying Wells Fargo consumer checking account and make automatic payments from a Wells Fargo deposit account. Only one relationship discount may be applied per application. To learn which accounts qualify for the discount, please consult a Wells Fargo banker. If automatic payments are not selected, or are canceled for any reason at any time after account opening, the interest rate and the corresponding monthly payment may increase.