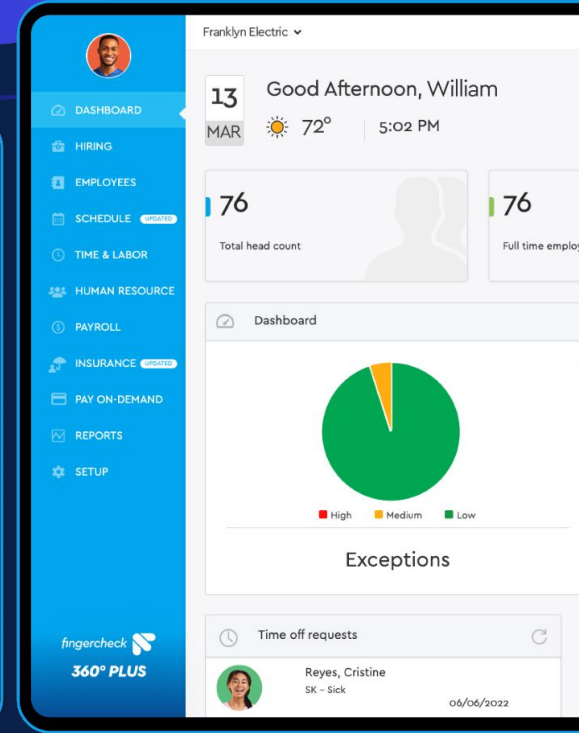
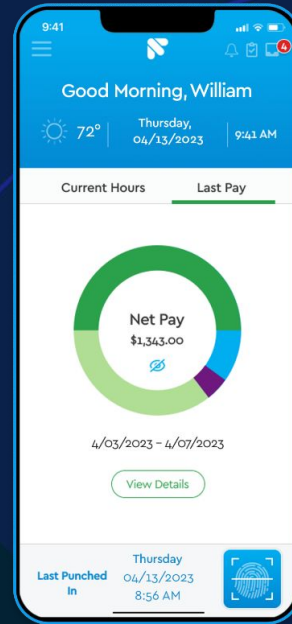




incrediblebank<sup>SM</sup>

# Unlock the power of **not** doing your payroll

Sales Enablement Training Session



# Your Fingercheck Team

---



**Tiffany Haynes**  
COO



**Christian Kunkel**  
CMO



**Nicole Pedonti**  
Sales



**Courtney Heller**  
Account Management

# Welcome to the Fingercheck + IncredibleBank Sales Training

Empowering **SMBs** Together

## CONTENT

01 Hello Everyone!

02 Today's Goal

Equip IncredibleBank teams with the knowledge and tools to position Fingercheck as a trusted payroll and HR solution for SMBs.

# Training Goals

## What You'll Learn **Today**

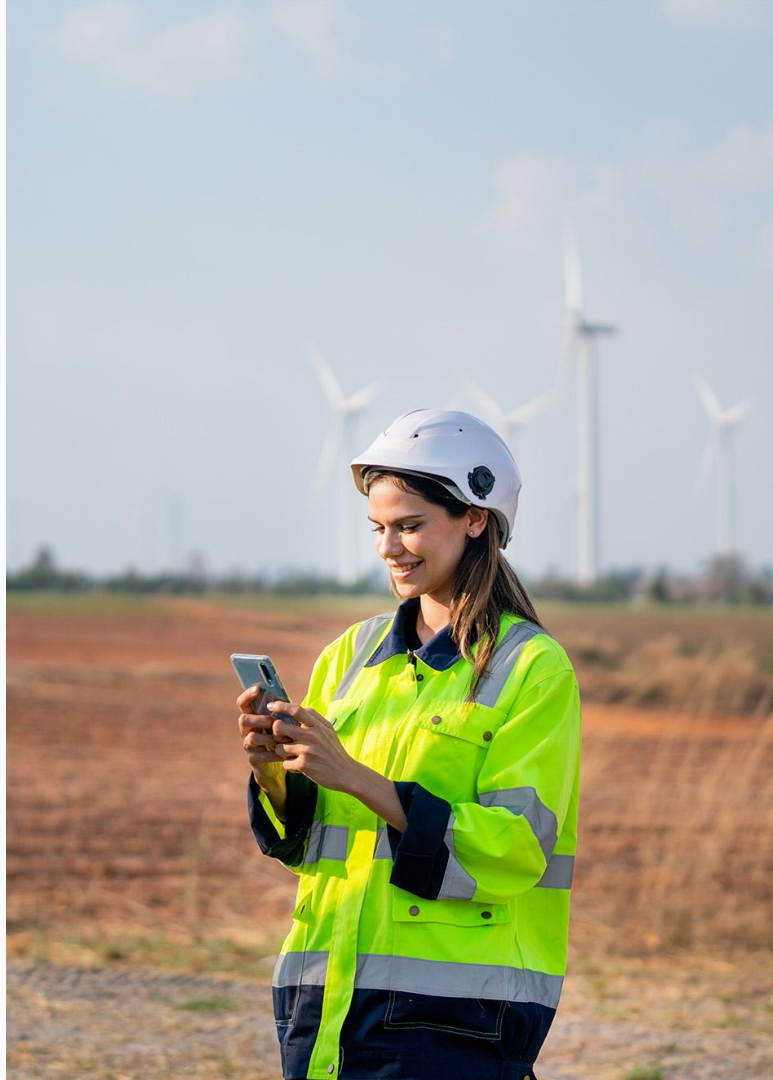
### CONTENT

- 01** Understand SMB challenges and needs in payroll and HR.
- 02** Learn how Fingercheck addresses those needs.
- 03** Explore Fingercheck's platform and key features.
- 04** Gain actionable sales tips to confidently refer customers to Fingercheck.

# The SMB Landscape

## Who are Fingercheck's SMBs?

- They are businesses with **1-500** employees.
- They have hourly employees and employees that work in the field, across multiple sites and multiple states.
- While we serve all Industries the value of our platform best fits: **construction, field services, staffing and real estate.**





# SMB Pain Points

## Challenges **SMBs** Face

- **Payroll** and **compliance** complexities.
- **Technology** and **resource** constraints.
- Time and money lost on **administrative tasks**.

**42%** of SMBs often face IRS penalties for incorrect payroll filings, with an average penalty amounting to **\$845** (IRS).

**50%** of small business owners spend **over 80 hours a year** on payroll alone (NFIB.com).

**4 out of 10 businesses** rely on payroll spreadsheets for managing their payroll processes (GPMI).

# What SMBs Want

## Solutions **SMBs** Are Seeking

- Streamlined payroll processing and compliance tools.
- Integrated HR, time tracking, and scheduling features.
- Cost-effective solutions that scale with business growth.
- User-friendly platforms that save time and reduce errors.



**Fingercheck delivers all these in one platform!**

# Introducing Fingercheck

## Your **All-in-One** Workforce Solution

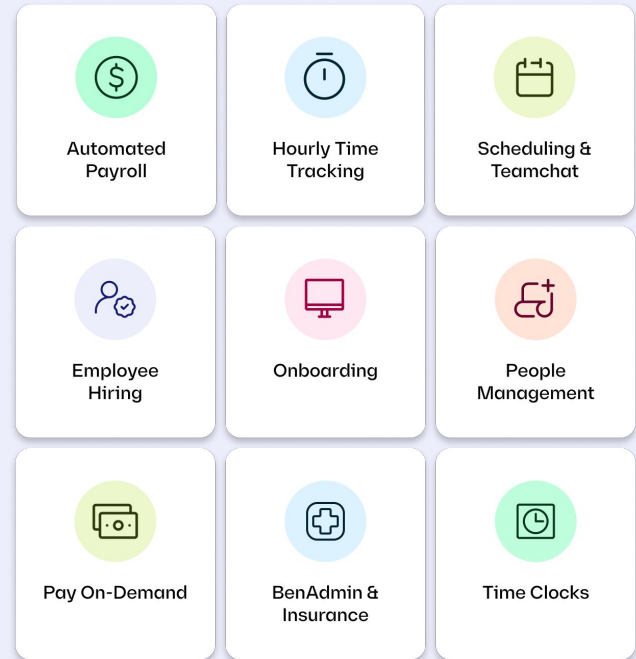
- Fingercheck's mission: **Empower SMBs with seamless payroll, HR, and workforce management.**
- Trusted by thousands of businesses nationwide.
- Benefits for IncredibleBank customers:
  - Simplifies complex payroll processes.
  - Saves time and reduces costs.
  - **Unlimited payroll.**
  - Built for a deskless workforce.



# Key Features







## Why **SMBs** Choose Fingercheck

- Payroll: Unlimited runs, direct deposit, tax filings, and compliance.
- Earned Wage Access: Pay On-Demand
- Time Tracking: Employee scheduling, clock-ins, and real-time status updates, and physical Time Clock devices are available.
- HR Operations & People Management: Hiring, onboarding, benefits management, team chat, secure documentation and reporting capabilities.
- One Platform - desktop, mobile, mobile app.



## Solely focused on business success

Accessible across **desktop** and **mobile**, Fingercheck makes it easy for owners, managers, and employees to set and forget their daily management tasks.

 Software Review					
Support	9.6	7.5	8.6	8.5	8.3
Employee Self-service	9.7	8.4	9.1	8.5	9.0
Admin	9.3	7.6	9.0	7.6	7.7
Taxes	9.4	8.8	8.8	8.5	9.0
Time Tracking	9.7	8.6	8.2	8.5	9.0
Platform	9.3	8.4	8.6	8.5	9.0

# The Proof is in the Payroll

**90%**

Fingercheck simplifies payroll operations for 9 out of 10 businesses - simple as that.

**96%**

Fingercheck businesses are confident that we meet their compliance and security needs.

**80%**

Small businesses, big impact; 80% of Fingercheck businesses find us powerful and easy to use.

**88%**

The majority of users (88%) save time and money using Fingercheck to simplify their operations.

**10+hrs**


Our customers save 10+ hours a month by automating payroll and HR tasks with Fingercheck.

**\$5k**

Your time is valuable: Fingercheck businesses report saving up to \$5,000 per year.

# Fingercheck in Banno

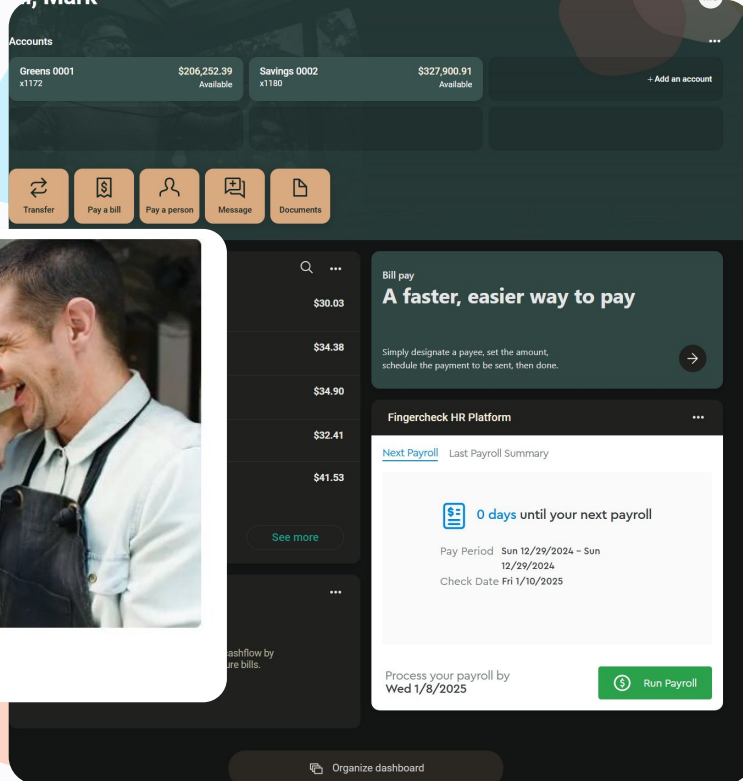
- How it looks for Fingercheck and Non-Fingercheck users in the Banno experience.



Simplify Your Payroll,  
Elevate Your Business

[Learn More](#)

Fingercheck user? [Login here](#)



Accounts

Greens 0001 x1172	\$206,252.39 Available	Savings 0002 x1180	\$327,900.91 Available	+ Add an account
----------------------	---------------------------	-----------------------	---------------------------	------------------

Transfer Pay a bill Pay a person Message Documents

Bill pay  
**A faster, easier way to pay**

Simply designate a payee, set the amount, schedule the payment to be sent, then done.

Fingercheck HR Platform

[Next Payroll](#) Last Payroll Summary

**0 days until your next payroll**

Pay Period Sun 12/29/2024 - Sun 12/29/2024  
Check Date Fri 1/10/2025

Process your payroll by  
Wed 1/8/2025 [Run Payroll](#)

Organize dashboard

# PRODUCT DEMO

# Fingercheck *in Action*

The screenshot shows a user interface for Franklyn Electric. On the left is a blue sidebar with navigation icons and labels: DASHBOARD, EMPLOYEES, SCHEDULE, TIME & LABOR, PAYROLL, PAY ON-DEMAND, HUMAN RESOURCE, INSURANCE, and REPORTS. The main content area features a top header with the company name, a user profile picture, and notification icons. Below this is a weather and time widget for March 3rd at 7:57 AM with a temperature of 72 degrees. A task notification states 'You don't have any task' with an 'Add' button. A row of four employee count cards shows: Total head count (100), Full time employees (89), Part time employees (11), and Employee with scheduled absence (1). The bottom section is titled 'Dashboard' and contains three charts: a pie chart, a bar chart with a value of 56, and a donut chart with a legend for 'Worked' (green) and 'Break' (blue).

Franklyn Electric

3 Good Morning, Kristen!  
MAR 72° 7:57 AM

KNOWLEDGE BASE TUTORIALS VIRTUAL ASSISTANT

You don't have any task + Add

100 Total head count

89 Full time employees

11 Part time employees

1 Employee with scheduled absence

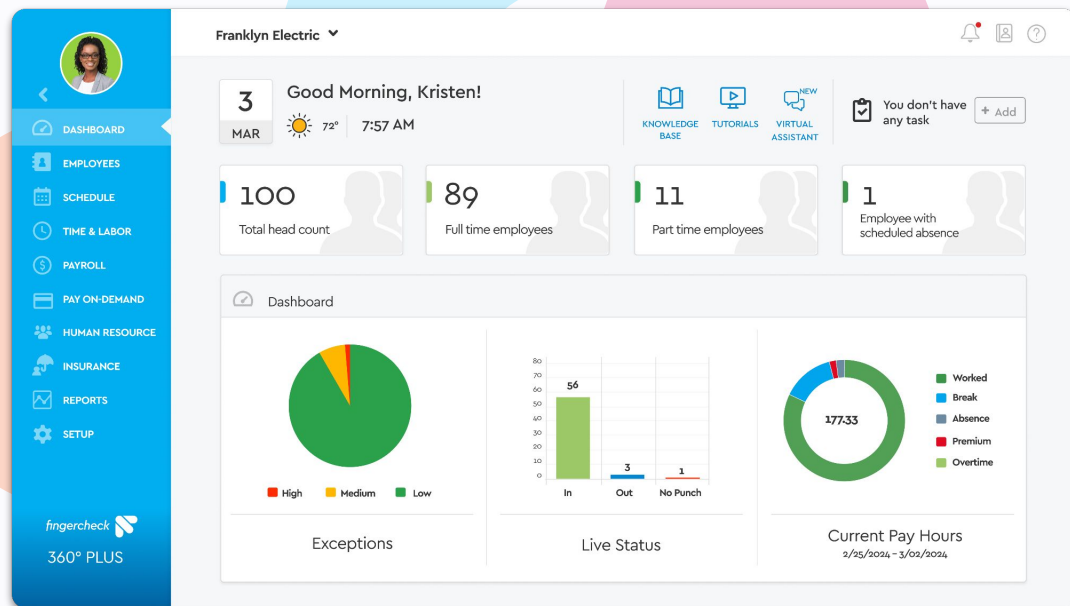
Dashboard

56

Worked Break

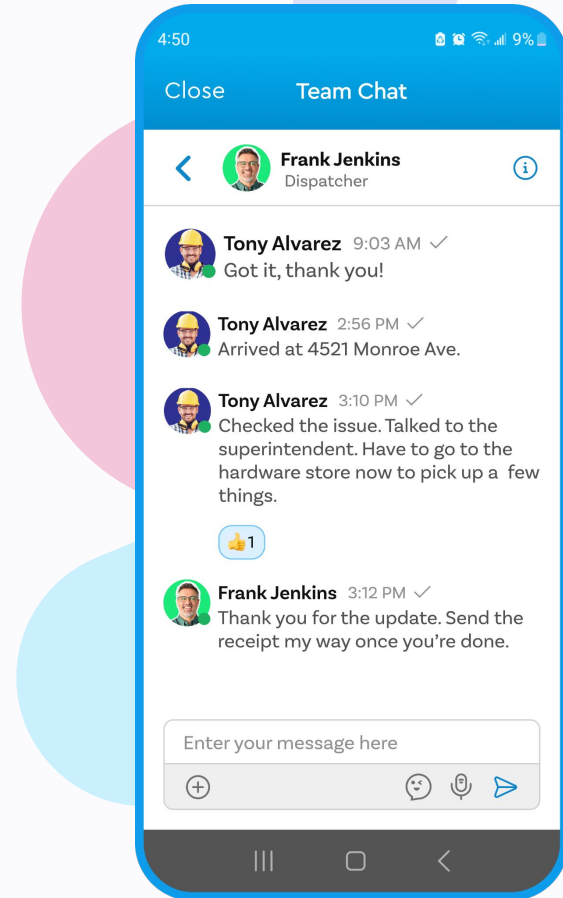
# Employee / User Dashboard

- Highlight user-friendly interface, navigation and self-service tools.



# HR Management

- Walk through hiring, onboarding, benefits enrollment, and team chat.



# Time Tracking and Scheduling

- Show employee scheduling tools, time-off requests, and real-time tracking.

The screenshot displays the Franklyn Electric scheduling interface. The left sidebar contains navigation options: DASHBOARD, EMPLOYEES, SCHEDULE (selected), TIME & LABOR, PAYROLL, PAY ON-DEMAND, HUMAN RESOURCE, INSURANCE, REPORTS, and SETUP. The main area shows a weekly calendar for Week 10 (Mar 3-Mar 9, 2024). The calendar is grouped by Departments and shows shifts for five technicians: Emily Brown, William Davis, David Garcia, Watkins, Charlie, and Stanley, Adele. Each shift is represented by a colored block indicating the time range (e.g., 9:30AM - 5:00 PM) and the employee's name. The interface also includes buttons for 'Add Shifts', 'Revert', and 'Publish Changes'.

Employee	March 03 SUN	March 04 MON	March 05 TUE	March 06 WED	March 07 THU	March 08 FRI	March 09 SAT
Emily Brown		9:30AM - 5:00 PM	9:30AM - 5:00 PM		9:30AM - 5:00 PM	9:30AM - 5:00 PM	
William Davis		9:30AM - 5:00 PM	9:30AM - 5:00 PM			9:30AM - 5:00 PM	9:30AM - 5:00 PM
David Garcia			9:30AM - 5:00 PM	9:30AM - 5:00 PM			9:30AM - 5:00 PM
Watkins, Charlie	9:30AM - 5:00 PM			9:30AM - 5:00 PM	9:30AM - 5:00 PM		
Stanley, Adele	9:30AM - 5:00 PM	9:30AM - 5:00 PM			9:30AM - 5:00 PM	9:30AM - 5:00 PM	

# Payroll Processing

- Demonstrate how to run payroll, set up direct deposit, and automate tax filings.
- Highlight simplicity and accuracy.

**Payroll Dashboard**

**Quick Actions**

- Manual Checks
- Void Checks
- Checks Calculator
- Forms
- Special Payroll
- Financing

**Upcoming Payroll** (Fri, Jul 5, 2024 - 1)

BEGIN DATE	PERIOD END	CHECK DATE	RUN NUMBER
Sun, Jun 23, 2024	Sat, Jun 28, 2024	Fri, Jul 5, 2024	1

**PROCESS BY**  
Wed, Jul 3, 2024

- AutoRun Payroll
- Restart Payroll
- Regenerate Payroll
- Skip Payroll

**Previous Payroll** (Fri, Jun 28, 2024 - 1)

CHECK DATE	PERIOD BEGIN	PERIOD END	PROCESS DATE	RUN NUMBER
Fri, Jun 28, 2024	Sat, Jun 16, 2024	Sat, Jun 22, 2024	Wed, Jun 26, 2024	1

fingercheck 360° PLUS

SERVICE DESK



# Sales Talking Points

## How to Position Fingercheck to SMBs

- Focus on simplicity, scalability, and cost-effectiveness.
- Emphasize key differentiators: All-in-one solution, time savings, compliance ease.
- Address objections:
  - "Already have a provider?" → **Highlight added value and savings.**
  - "Too complex?" → **Emphasize the user-friendly platform.**



# Fingercheck Marketing Support

## Resources available:

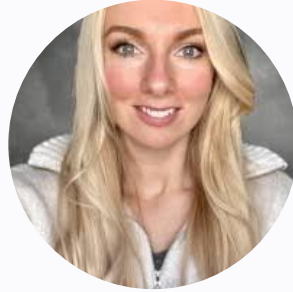
- Decks, one-sheets, training videos, FAQs, competitive info, product guide, and sales talking points
- Case studies, testimonials from customers and live G2 wall with the latest reviews
- Social media and email marketing guides and templates

The collage features three main marketing assets:

- Fingercheck Resource Center:** A dark-themed website page with the title "Fingercheck resource center". It includes a navigation bar with "Platform" and "Solutions" dropdowns. The main heading is "Fingercheck resource center". Below it, a welcome message states: "Welcome to the Fingercheck Resource Center for Incredible. Here, you'll find everything you need to confidently refer your clients to Fingercheck's all-in-one payroll and HR platform." Two buttons are visible: "Explore Resources" and "Fingercheck Contacts".
- Feedback Survey Email:** A light green email template from Fingercheck and Incrediblebank. The subject is "We'd love your feedback!". The body text says: "Review Fingercheck on G2 now and get a \$50 gift card!". A prominent button reads "Review us on G2". Below the button, there is a personalized message: "Dear [First Name], Thank you for being a Fingercheck customer! Your feedback is incredibly important to us. As a token of our appreciation, we'd love to offer you a \$50 gift card to share your Fingercheck experience on G2." Another button says "Review Fingercheck on G2". The email concludes with "Your insights are very important to us and will help us improve our products and services." and "Best, Your Fingercheck Team". At the bottom, it includes contact information: "© 2023 Fingercheck. All rights reserved. 1-800-610-9501 info@fingercheck.com" and social media icons for Facebook, X, Instagram, YouTube, and LinkedIn. It also features "GET IT ON Google Play" and "Download on the App Store" buttons, along with "unsubscribe" and "email preferences" links.
- Happy National Payroll Week! Banner:** A dark blue banner with the text "Happy National Payroll Week!" in large white font. Below the text is a photograph of a woman in a white shirt sitting at a desk, looking at a document. The banner is decorated with colorful geometric shapes: a green circle, a pink diamond, and an orange arrow.



# Recap



**Dedicated Fingercheck AM for lead referrals**

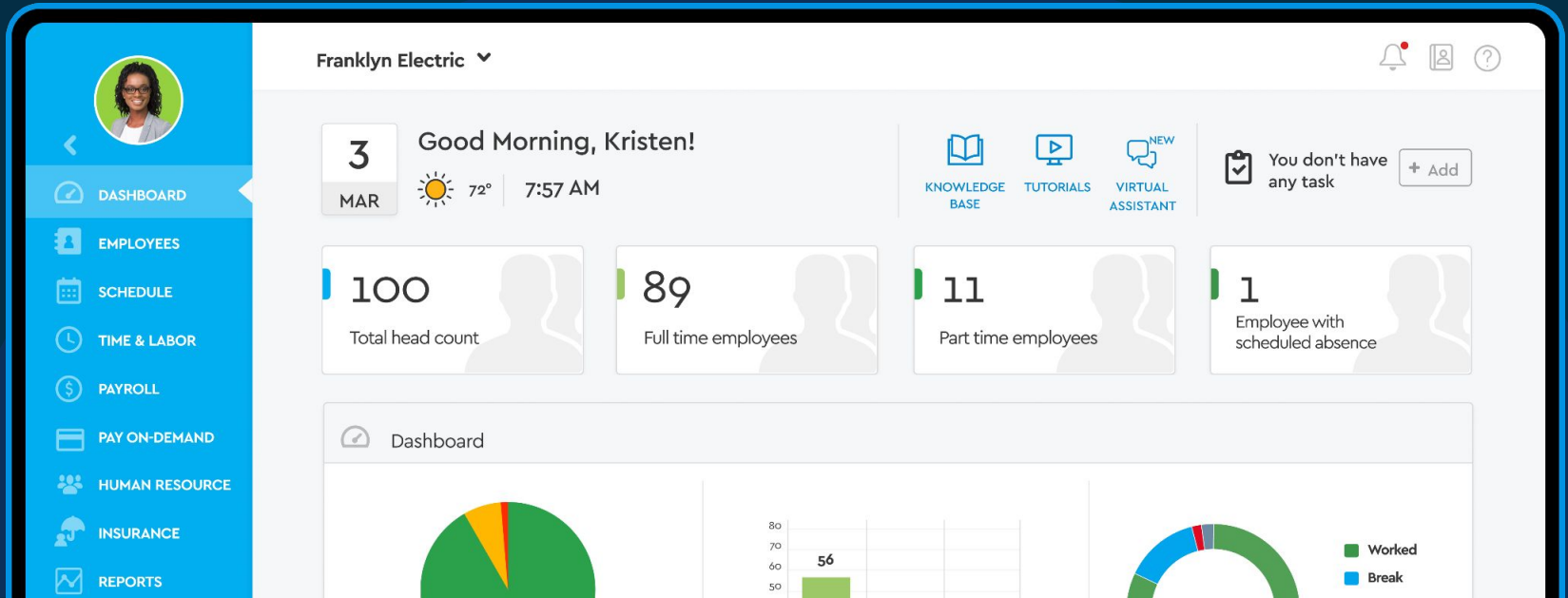
- Courtney Heller
- [cheller@fingercheck.com](mailto:cheller@fingercheck.com)

## Resources

[fingercheck.com/incrediblebank\\_fc\\_resource\\_center/](https://fingercheck.com/incrediblebank_fc_resource_center/)

# QUESTIONS AND DISCUSSION

# Q&A



# Thank You!

