Pricing for Risk in Merchant Payments - Risk Metrics, Reserve Requirements, Pricing Models, Best Interchange Rates, EMV/NFC Guidelines

Description: This training program will provide insight into fundamental underwriting and risk management guidelines, determining variables that constitute merchant risk, and on how to assign a dollar value and quantify exposure.

Objectives of the Presentation:

- How to categorize merchant risk?
- How to determine reserve requirements?
- Key components in risk metrics
- Pricing models
- How to qualify for best interchange rates?
- Determination of funds availability
- Transaction monitoring
- EMV/NFC guidelines and liability shift
- Best practices in risk management

Why Should you Attend:

The risk surrounding payment card processing is complex and nuanced. There are a number of variables that determine merchant risk. Digitization and mobile payments have changed the dynamics of the industry. Mobile devices now not only support payments but also enable new services that add value for both consumers and merchants. The fundamentals for underwriting and risk management guidelines are very similar across the industry, how to price for it is the differentiating point.

There are a number of variables that determine merchant risk. Key components include the merchant's longevity and financial stability, transaction finality, industry, business model, billing method, products and services offered, and processing history. This webinar will highlight the key areas a provider underwriting a business should look at and offer guidance on how to create metrics to quantify and price exposure to potential risk.

Who can Benefit:

- Payment service providers
- Risk and chargeback management personnel
- Quality assurance personnel
- Merchant underwriting personnel
- Independent sales organizations
- Market analysts and investors

Topic Background:

The U.S. payments landscape is effecting how merchants accept payments for purchases at physical stores as well as how consumers interact with merchants to select and pay for products. The challenge is accurately and consistently pricing for risk in today's environment. Margins are so low in the payments industry that risk screening and monitoring will make the difference between a profitable and losing business venture. How do you remain competitive in a highly congested payments space is the key.


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