

# ESQUIRE<sup>®</sup>

CARD SERVICES



**A WIN, WIN, WIN FOR  
LAW FIRMS, THEIR CLIENTS,  
AND TRIAL BAR ASSOCIATIONS**

## Helping Law Firms Build “Clients for Life”

The Esquire® Card allows your firm to deepen your relationship with your client. Not only can you provide your client with a winning alternative to a conventional check, but your firm can also stay connected with your client long after a case is settled, creating a **powerful referral network**.



## Benefits to Your Firm

### *Ease & Convenience*

Instead of a paper check, the Esquire® Card provides your firm with a safe and reliable method for distributing settlement awards electronically to your clients. Attorneys no longer have to contend with writing multiple checks from escrow accounts, extra bookkeeping, calls from check cashers, or the risk of lost or uncashed checks.

### *Free Advertising*

Your firm's name and phone number will be branded on each Esquire® Card that you issue to settle client funds, creating a "mini billboard" and increasing your firm's exposure each time your client uses the card.

### *Improve Your Client's Financial Well Being*

As a value-added service to your clients, the Esquire® Card can help your clients save money and gives them the opportunity to earn additional bank benefits and rewards.

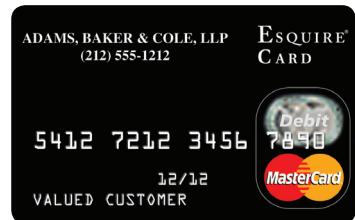
### *Extended Client Touchpoints*

Keep in touch with your clients long after their case settles through targeted messaging in their bank statements and on the Esquire Bank MoneyView system.

#### *Esquire Bank MoneyView System*



*Stay connected with your clients through monthly messages in their bank statements.*



## Benefits to Law Firm Clients

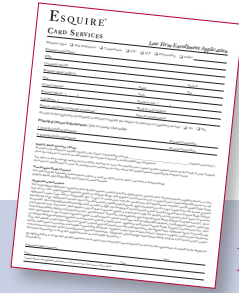
### *A Safe, Smart and Secure Way to Bank*

- A safe, convenient, alternative to negotiating a check via a check casher
- High-Interest Rewards
- Free access to over 34,000 In-Network ATM's
- Free direct deposit and online banking with bill pay
- No Esquire Bank fees
- No minimum balances required
- No restrictions on your client's money
- 24/7 account access via the Internet, and live branch and telephone customer support\*
- FDIC Insured



\*See [www.esquirebank.com](http://www.esquirebank.com) for Esquire® Bank branch and telephone customer support hours.

## 5 Easy Steps to Getting Started!



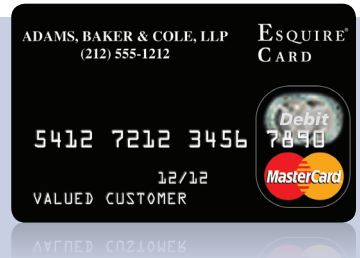
*Enrollment Application*

### *Step 1: Sign Up*

- ✓ Complete an Esquire Card Services Law Firm Enrollment Application at [www.esquirebank.com](http://www.esquirebank.com)

### *Step 2: Getting Started*

- ✓ Provide your firm's logo and contact information to be placed on the cards (preferably a digital file)
- ✓ Once your application is submitted, approval takes up to 7-10 business days



### *Step 3: Implementation Training at Your Firm*

We teach your staff how to:

- ✓ Open Esquire® Cards for your clients
- ✓ Fund client accounts from your escrow account via ACH or wire transfer

### *Step 4: Enrolling Your Clients*

- ✓ At General Release or at point of retainer, submit Esquire® Card application online or via fax
  - Can be completed in advance by a paralegal for your client to sign
- ✓ Your client may authorize you to receive their Account Number and Routing Information

### *Step 5: Funding Your Client's Account*

- ✓ Loading the Esquire® Card with your client's funds is easy as:
  - Emailing Esquire Bank\* to initiate the transfer, or
  - Choosing to initiate the transfer yourself via ACH or wire transfer

\*Bank accounts opened and maintained by Esquire Bank.

## **Esquire Card Services is Proud to Partner with Esquire Bank**

Esquire Bank is a full-service, federally chartered savings bank serving professional service firms, law professionals, small to mid-sized businesses, and individuals throughout the United States. ECS is proud to partner with Esquire Bank to deliver the Esquire® Card.

### ***Dedication to Trial Attorneys***

Esquire Bank was founded by lawyers for lawyers. They believe in supporting law professionals with specialized financial products and unmatched client service.

Esquire Bank has extensive knowledge of your industry and provides superior products and services that differentiate them from competitors. ECS partnered with Esquire Bank because they understand the unique needs and financial pressures of the law community.

### ***Unparalleled Service***

Esquire Bank provides outstanding *relationship banking* through their high-tech / high-touch approach. Their systems use the latest technology, providing your clients with customized tools to efficiently conduct their banking business.

To learn more, visit Esquire Bank at [www.esquirebank.com](http://www.esquirebank.com).



**ESQUIRE® BANK**

## Frequently Asked Questions

**1. *How much will this cost my firm?***

There is absolutely no cost to your firm to offer an Esquire® Card to your client.

**2. *How do I enroll my firm in Esquire Card Services?***

Enrollment in the program entails filling out a one page enrollment application that can either be completed online or faxed.

**3. *How long does it take to set up the program?***

The service can be available 7-10 business days after receipt of your application.

**4. *What is the impact to my current operation and staffing?***

There should be no impact to your staffing. Adopting the Esquire® Card platform can greatly improve your firm's operations.

**5. *What if my client does not want or qualify for an Esquire® Card?***

Your client may opt for a Pre-Paid Card issued by Flash Card or a traditional check.\*

**6. *Will Esquire Card Services provide assistance when clients have questions?***

Yes, a dedicated account representative will be available whenever assistance is needed.

*\*Esquire Card Services is a separate company and is not affiliated with Esquire® Bank.*

*All terms and conditions subject to change without notice.*

## **We're Ready To Serve You**

Below is a contact to help get you started:

**Amy Zises**

Senior Vice President

Tel: (347) 306-2608

[amy.zises@esqbank.com](mailto:amy.zises@esqbank.com)

**ESQUIRE**<sup>®</sup>  
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20 East 46th Street, Suite 302  
New York, NY 10017