

Jewelry Care Plans: Jewelers Mutual

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Introduction

Along with Jewelers Mutual Insurance Corporation (JMIC), The Edge has integrated jewelry care programs for you to offer your customers at point of sale. The true beauty of these programs is that there is no up-front cost to you.

Program Coverage

Programs are offered by type of merchandise: jewelry and watches. Note that The Edge offers associated plans based on the item's category. See the section entitled Care Plan Category Options. For more about working with categories, see the section in The Edge User Guide entitled Categories (http://docs.edgeuser.com/NetHelp/Documents/categories.htm).

Coverage may include services such as those described in the sections that follow.

Jewelry Care

- Accent stones lost because of defective mounting*
- Pearl restringing
- Soldering
- Shank repair
- Prong Retipping
- Clasp & chain repair
- Earring back replacement
- One re-sizing
- Rhodium replating
- Protects against kinks or knots, dents, chips, breaks, cracks, thinning ring bands, gouges and scratches.

Watch Care

- Movement repair
- Crystal repair/replacement
- Crown repair
- Stem replacement
- Water damage
- One strap replacement per calendar year
- One-time refurbishment for case, bracelet, or clasp
- Protects against mechanical failure and covered refurbishment of watches.

Program Terms

Currently, JMIC offers a 3-year plan and a lifetime plan. You will have the option to choose between the two plans at POS.

Licensing

Here's how to get started:

^{*} Center stones are covered under Lifetime coverage.

- 1. Contact The Edge Customer Service team at service@ajsllc.com.
- 2. You'll be licensed by one of The Edge's care plan partners, in this case, JMIC.
- 3. Your Edge license will be updated to show your enrollment and the programs you wish to offer your customers. Care plans are tied to the store license, but there is a flag at the account level.
- 4. After you have set up your account with the care plan partner, The Edge Customer Service team will update your license and send it to you. Install your license and reboot The Edge.

It is through the license information that JMIC will bill you for the cost of the plans.

Partner Contact Information

JMIC will provide you with access to a portal where you can view activity and make claims for repair reimbursement.

Setting Up the Care Program

After your license is set up, follow the steps below to set up your care program.

System Options

Product care System Options are found in **Administrative** ▶ **System Options** ▶ **Care Program**.

Can Discount Care Plans	Whether care plan fees can be discounted at POS.	Ontions are:
Call Discoult Cale I lans	Whether care plan lees can be discounted at 1 OS.	Obuons arc.

Requires Override: Requires an override to allow the discount.

Permission Check Only: The Edge will check to see if the associate

has permission to do this.

No Discounting: No discounting will be allowed by anyone.

No Permission Checks: Allows complete discounting without any

checks.

Care Plan Max Return Period The number of days that can pass before a care plan can no longer be

returned. Check with your care plan provider for this information. Also, state

laws may affect this setting.

Care Plan POS Reminder

Text to appear in a reminder to your associates to ask the customer about a

care plan. The default is Did you talk to the customer about

our Jewelry Care Program?

If you don't wish to have a reminder pop up, then leave this field blank.

Require Email Address when

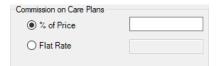
Entering a New Customer

If using a care program, we recommend this be set to True.

Associate Commissions

In the **Commission** tab of associate records, there is an option to set commission rates for care plan sales. To work with these commissions:

- 1. Go to Administrative ► Associates.
- 2. Open the associate with which you wish to work and select the **Commission** tab.
- 3. From the **Commission on Care Plans** area, select the type of commission to enable.



- 4. Select either % of Price, which gives commission as a percentage of the price of the plan or Flat Rate, which gives a specified amount.
- 5. For % of Price, set the percentage to give.
- 6. For Flat Rate, set the dollar amount.
- 7. Select a **Save** option.

Provided the **Commission on Care Plans** field is not left blank, these values will appear in the **Commissions** report as well as **Activity** reports.

Security Options

There are three options related to care plans in associate records under the **Security** tab:

- Administer Care Plans
- Discount Care Plans at POS
- Run JM Care Plan Report.

Enable these permissions as needed.

Getting Care Plan Updates - Initial Setup

To download pricing rows and terms as well as care plan repair SKUs, use the **Care Plan Updates** feature. This is usually only needed when you first start with JMIC. To do so:

- 1. Go to Administrative ▶ JM Care Plan Administration ▶ JM Care Plan Check for Updates.
- 2. The Edge will contact JMIC and update your plan files.

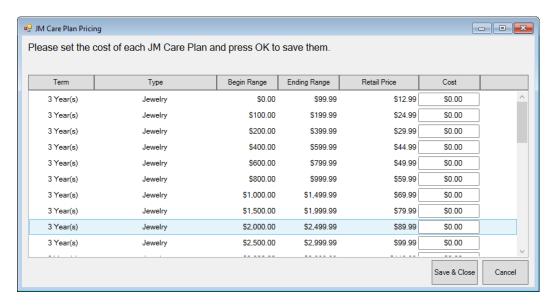


3. That's it! You're ready to go.

Care Plan Pricing Customization

Once you have the plans and initial pricing downloaded, you can edit them to suit your needs. To do so:

1. Go to Administrative ► JM Care Plan Administration ► JM Care Plan Pricing. The Care Plan Pricing window will appear.



Fields and option in the JM Care Plan Pricing window include:

Term The length of coverage on the plan.

Type The category of coverage. Options include:

Watch Jewelry

Begin Range The lower end of the item retail price range within this plan.

Ending Range The upper end of the item retail price range within this plan.

Retail Price The pricing of plans is fixed by JMIC.

Cost The cost to you from JMIC for the coverage. This is set by arrangement

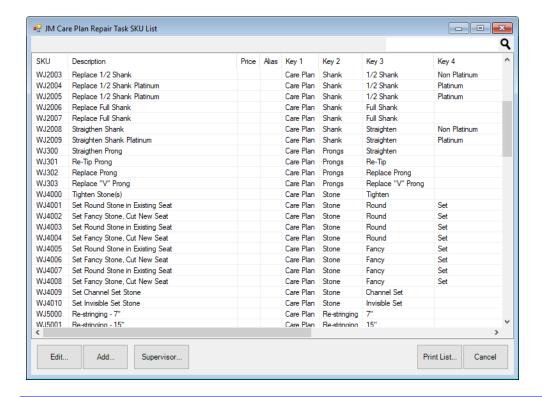
between you and JMIC. The data is not automatically populated; you must enter the costs here. This data must be entered to have correct sale line data

written to the database and for accurate sales reporting.

- 2. Enter the costs into the **Cost** fields for each type and range.
- 3. Select **OK**. The prices will be saved.

Care Plan Repair SKUs

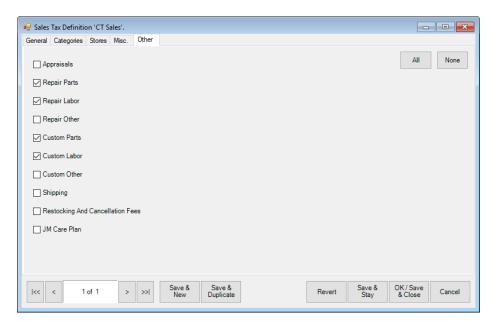
Care plan repair SKUs will be downloaded into The Edge when you do Care Plan Update. See the section entitled Getting Care Plan Updates – Initial Setup. These will be needed to ensure repairs done on covered items are uploaded to Montage correctly. After that, to see the list of SKUs for care plan repairs, go to **Administrative** ► **JM Care Plan Administration** ► **Repair SKUs**.



Setup Tax Definitions

If your tax jurisdiction(s) require sales tax to be collected on care program fees, you'll need to review all your tax definitions.

- 1. Administrative ► Sales Tax ► Tax Definitions.
- 2. Create or go to any necessary tax definitions as described in The Edge User Guide (http://docs.edgeuser.com/NetHelp/Documents/taxdefinitions.htm).
- 3. Go to the **Other** tab and check the **JM Care Plan** checkbox.

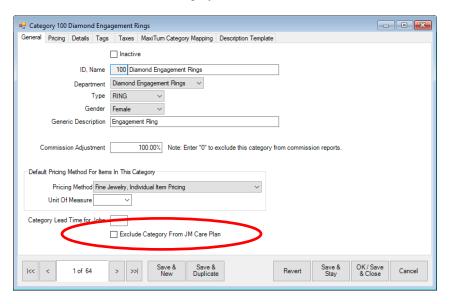


4. Sales tax will be applied at POS as described in the section entitled Working with Care Plans at POS.

Care Plan Category Options

Qualification for item coverage happens at the category level and according to your license. Some item categories can never be qualified such loose stones and component parts. You can exclude other item categories from care plans. To do so:

- 1. Go to **Inventory** ► **Categories** ► **List** to locate the category with which you wish to work.
- 2. Go to the **General** tab of the category record.



- Select Exclude Category from JM Care Plan. Only loose stone and component categories are excluded by default.
- 4. Select a **Save** option.

Setting Up Care Plans in QuickBooks

You'll need to map accounts for care plan activities in QuickBooks. To do so:

- 1. Create a Care Plan account in QuickBooks.
- 2. From Administrative ▶ QuickBooks ▶ Set Up QuickBooks Integration, select the Accounts tab.
- 3. Select an account from the account hierarchy.
- 4. Select a QuickBooks account from the drop-down list at the bottom of the window.

Working with Care Plans at POS



We recommend that your associates introduce the care plan during the sales process, when showing the piece and talking about the benefits and pricing before getting to point of sale. That way it's not sold as an add-on or interpreted as an upsell.

To work with product care programs at POS:

1. When making a sale at POS, after you have entered the associate, found the customer, scanned the item, you'll see that each sale line contains an option to add the care program.



- 2. Explain the care program to your customer and ask if they would like to purchase it.
- 3. When the customer agrees, select the appropriate plan and check the **Include Care Plan** box.
- 4. The care plan price will appear in the sale line below the final item price. Change it if desired.





- If you're selling more than one of the same quantity, but the customer only wants protection on one or some of them, sell the items in separate sale lines and indicate the care plan in only the desired sale line.
- If the customer wants to add the plan after the sale is complete, return the item and resell it with the plan.
- 5. The transaction total will include the fee and, if applicable, sales tax on it. Talk with your accountant and see the section entitled Setup Tax Definitions if your tax jurisdiction requires tax on such fees.
- 6. Complete the sale as usual.
- 7. Depending on your **System Options**, if you select **Done** without checking the **Include Care Plan** checkbox, you will be prompted to confirm that you talked with the customer about it.

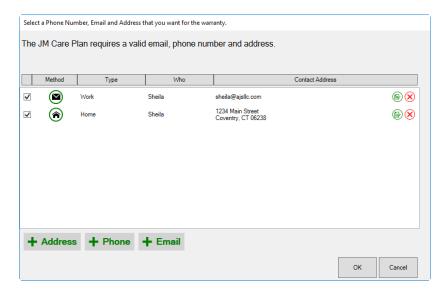


- 8. Select **Yes** or **No** and discuss the plan with the customer.
- 9. Continue with the sale.
- 10. When you select **Done**, if the customer does not have an address, phone number, and email address on record, you will be prompted to provide this information:

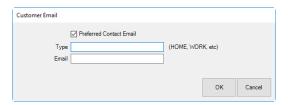
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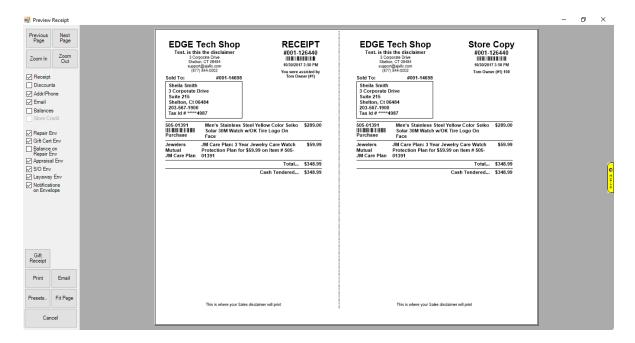
a. Select OK to see the Select a Phone Number, Email and Address that you want for the warranty window.



b. Select + Address, + Phone, or +Email as requested and enter the desired information.



- c. Select OK.
- d. Select **Done** again to complete the sale.
- 11. The receipt will show the plan.





- Your sales data should be reported to JMIC on a daily basis using the process described in the section entitled Uploading Transactions and you will be billed accordingly. Be sure this data matches that in the JM Care Plan Report.
- There is no sales tax shown on the sale line in POS, but it will be added to the total and on the receipt.

Care Plan Returns



Sales that contain care plans cannot be voided or altered.

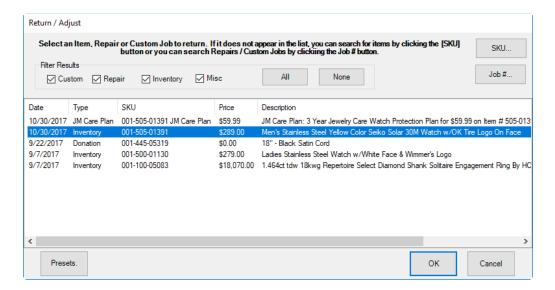


Return data should be uploaded daily from The Edge to JMIC along with sales data.

Item with Care Plan Return

If an item with a care plan is returned within the care plan return period, the care plan is returned as well. The care plan return period is specified in **System Options** ▶ **Care Plan Max Return Period**. Check with your state's laws on this. To do such a return:

- 1. At point of sale, find the customer.
- 2. Select **Return/Adjust**. A list of transactions for that customer will appear.



- 3. Select the item to return.
- 4. Select **OK**. The Edge will automatically populate two line items, one for the item to return and one for the care plan to return.

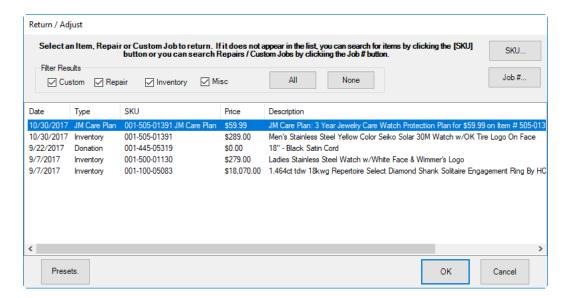


5. Continue with the return transaction as usual.

Care Plan Only Return

The plan alone can be returned as well. To receive a refund for the plan, it must be returned within the care plan return period. To do so:

- 1. At point of sale, find the customer.
- 2. Select **Return/Adjust** and locate the desired line care plan to return.



3. The Edge will populate the return line item.



4. Process the return as usual.

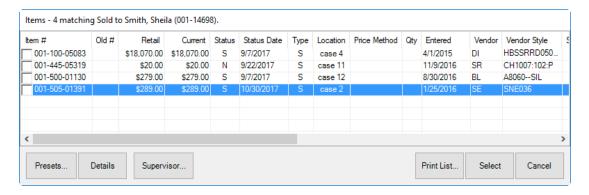
Care Plan Returns Outside of Return Period

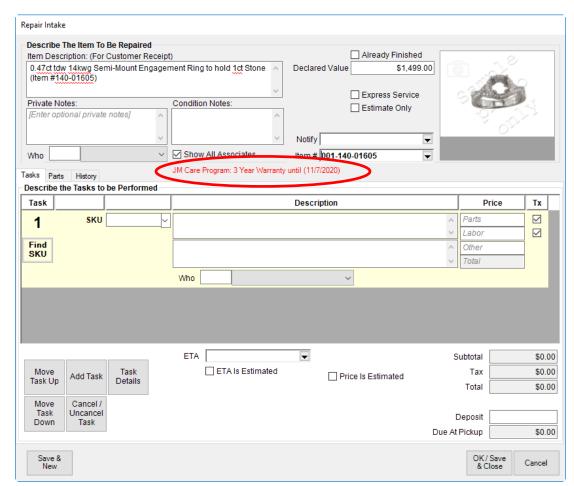
If the item or care plan return is outside the care plan return period, check with JMIC. The care plan fee may be prorated. It cannot be returned through The Edge.

Working with Care Plan-Covered Repairs

Before charging the customer for repairs, be aware of what types of repairs are covered and for how long. JMIC will provide a list of places where customers can take their repairs, but we feel they will most likely come to you. If a customer brings in an item for repair and the item was bought from your store, at intake:

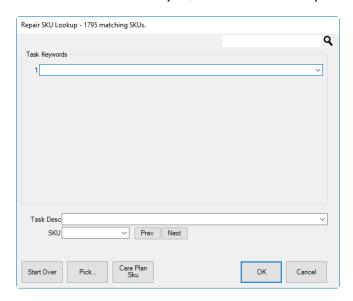
- 1. Bring up the customer at point of sale.
- 2. Select **Repair Intake**.
- 3. From the **Item** # drop-down menu, select **Bought**. A list of items purchased by the customer will appear.





4. Select the item to be repaired. The **Repair Intake** window will show that the item has a care plan.

- 5. Complete the repair intake fields as usual.
- 6. When you get to the repair SKU, select **Find SKU**. The **Repair SKU Lookup** window will appear, and because this item has a care plan, the **Care Plan SKU** option will appear on the bottom of the window.



- 7. Select Care Plan SKU. The keywords Care Plan will appear in the keywords field.
- 8. The **Task Desc** and **SKU** drop-down menus will be populated with services available for covered repairs or services.
- 9. From the **Task Desc** drop-down menu or **SKU** drop-down menu, select the desired repair.
- 10. Select OK.
- 11. Complete the repair intake as usual. Notice that costs to the customer are all 0.





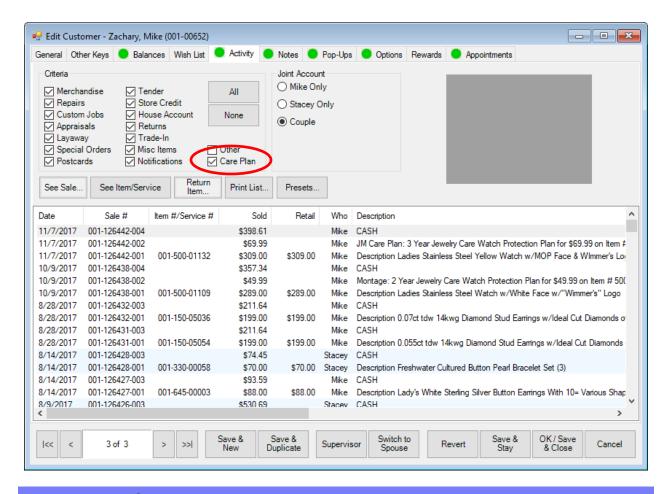
At some point you must visit the JMIC portal to confirm that the customer is eligible for the repair. We recommend that it be after a brief initial intake before the work is performed. Then we recommend that you obtain a verbal approval to proceed before doing the work. Finally, at some point, the customer will be asked to sign off that they understand they have used that benefit.

Care Plan References

Options and evidence of the Care Program appear throughout The Edge. The following sections outline them.

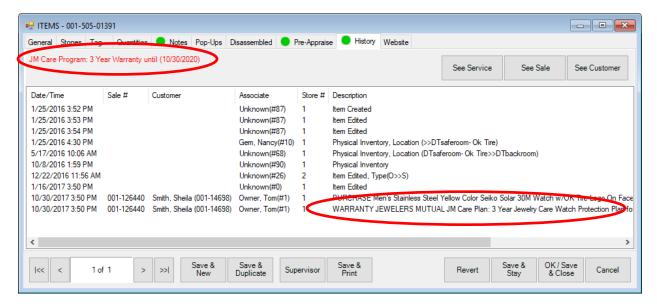
Customer Record Care Plan Data

The **Activity** tab of the customer record will show items sold along with a line for the care program. There is an option to filter activity results containing jewelry care plans.



Item Record Care Plan Data

The **History** tab of item records that have care programs on them will show the plan.



Uploading Transactions

Transactions are collected in The Edge and then sent to JMIC on a daily basis. If you must perform a manual upload:

- 1. Go to Administrative ► JM Care Plan Administration ► JM Care Plan Upload Data.
- 2. The transactions will be uploaded and recorded by JMIC.

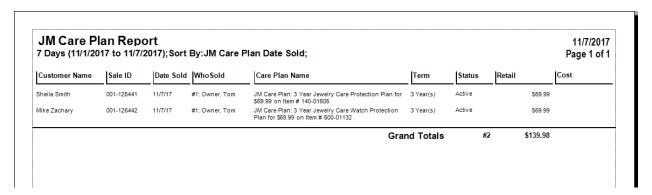


This data may take up to 48 hours to show up on JMIC's records and be reflected in bills.

Reporting

Care Plan Report

The Care Plan report is available under Reports ▶ Management ▶ Care Plan. The Care Plan report lists care plans sold, the items associated with them, and their status.



Fields and option in the Care Plan report include:

Customer Name The customer name.

Sale ID The transaction ID for the sale.

Date Sold The date the item and care plan were sold.Who Sold The associate who conducted the transaction.

Care Plan Name The name of the plan that was sold.

Term The length of the plan.

Status The status of the plan, i.e., whether the plan is still in effect.

Retail The price paid for the plan.

Cost The cost to the merchant for the plan.

Care plan data will appear in **Daily Activity** reports as well, under **Misc** and marked with a **W**.



Be sure to match this data with your billing statement from JMIC.

Care Plan Repair SKU Report

The Care Plan Repair SKU report lists repair SKUs used for care plan-covered repairs during the specified time period.

Repair#	Customer	Item #	SKU	Desc		Status	Total (Cost	ate
01-126441-001	Smith, Sheila (001-14698)	001-505-01391	WW1011	Overhaul, Rolex, Daytona		Cancelled	'	\$0.00	\$0.00
					Grand Totals		1	\$0.00	\$0.00

Data fields in the Care Plan Task SKU report include:

Repair # The transaction number for the repair.

Customer The customer name and ID.

Item # For repairs on items sold by the store, the item number.

SKU The repair task SKU for the repair.

Desc A description of the repair.

Status The status of the repair.

TotalCost The cost to the store for the repair.

Rate The amount the care plan company has agreed to pay for the repair.