

Rolling out a Credit Card Surcharge: Hot Topics & Best Practices

Upcoming Webinar

Presenter: Scott Blakely, Attorney

January 25, 2023
1:00 – 2:00 PM CDT

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Card payments continue as the fastest growing payment form in the B2B space. Card issuers continue to increase rewards to cardholders, and are marketing cards for companies to pay their supply chains. Visa and MasterCard have amended their rules to allow suppliers to surcharge the interchange fee. But with a nationwide surcharge rollout, suppliers have to consider 10 states that have enacted no-surcharge laws. In Canada, credit card companies are preparing to adopt surcharge rules as well. We will discuss:

- The pros and cons of accepting cards in light of the rule changes (a negotiation with the sales and finance teams?) and customer convenience and mobile payments
- Right to surcharge the interchange fee
- Notice and disclosure requirements to customers, card companies and processing companies of intention to surcharge
- Cap on the level of surcharge: how much of the interchange fee may be charged to the customer;
- Stratifying the surcharge, whether by customer type or dollar amount
- States anti-surcharge legislation: update on Courts' evaluation and whether the legislation restricts surcharging in the B2B space
- The mechanics of passing the transaction fee
- Lowering the interchange fee
- How to navigate anti-steering provisions
- Debit cards and surcharges
- International customers and surcharges
- PCI and state law privacy compliance
- Best practice for internal card policy and card agreement with customer, including T&Cs.

WEBINAR REGISTRATION

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