

Checks are the most popular payment method for B2B transactions, so it's important to be prepared to assist business customers who want checks.



# Businesses use checks ... just ask them!

Checks are easy to use and widely accepted.



Cancelled check images provide proof of payment.



Checks allow for quick payments and easy reconciliation.



Small business owners issue an average of 406 checks per year.



Smaller SMBs use fewer checks for a large share of their expenditures, larger SMBs use more checks, even for smaller expenses.

Checks are more integrated into SMB accounting systems than other electronic payment alternatives.



97% of financial professionals use checks to pay major suppliers

Companies with <\$250k in annual revenue issue ~133 checks per year

Small businesses write 8x more checks than consumers write

42% of B2B payments are made by check

Despite having a demonstrated need for them, more than half of businesses don't order checks from their financial institution. This presents a tremendous opportunity for institutions to engage and serve small businesses in a way that helps them operate more efficiently.

Discover how Harland Clarke Business Checks deliver the security, customization and print technology you can count on.

Call **1.800.351.3843**

Email [contactHC@harlandclarke.com](mailto:contactHC@harlandclarke.com)

Visit [harlandclarke.com/ChecksCX](http://harlandclarke.com/ChecksCX)

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