

JULY-AUGUST 2021

Passkey Delivers Discounts from Trusted Vendors to Farm Credit



From gifts and entertainment to phone service and car rentals, the FCCS Passkey program offers our clients' employees and directors access to a wide array of significant discounts and proven business solutions partners.

"Passkey can be a great benefit to both business operations and employee satisfaction. We have discounts on many employee 'wants' and many business 'needs,'" says Heather Tseng, FCCS Affinity Program Sales & Marketing Manager. "We're able to secure significant discounts because we leverage the combined potential purchasing power of all our clients when we're negotiating with our partners."

Purchasing through Passkey is simple. First, register to become a Member [here](#). Membership is absolutely free. Once registered, you can navigate through the Passkey website to see all the available discounts and offers. Once you decide to purchase, you'll do so directly with each partner, using the ordering information provided on the Passkey site. Some partners even offer [discounts to Farm Credit associations' end customers](#), an added benefit to customer-members. [Associations can print [this flyer](#) to put in branch offices.]

The Passkey program currently has more than 8,000 Members and grows daily. It has become a popular benefit amongst our clients. For prospective employees especially, this can be an added perk to attract qualified candidates.

"Whether they're buying flowers for a loved one or a new technology platform for their organization, Passkey provides recommendations for personal and business purchases from providers who have been proven reliable," says Heather. "Most of these partners have a long history serving Farm Credit and ag co-ops."

The Passkey program was built specially to meet the needs of FCCS' Farm Credit and ag co-op clients. The program continues to evolve and incorporate additional partners to meet newly identified needs. Partners are often referred to the program by an FCCS client who has worked with them successfully.

"Many of the partnerships we've added over the past few years have stemmed from requests and recommendations from our Members, including business consulting services and even personal products like Core Power Yoga," says Heather. "FCCS manages Passkey on behalf of our clients, so we invite suggestions for new partners so we can continue to deliver discounts on the products and services you use. We also welcome feedback on using the program so we can improve the experience for our Members."

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— **HEATHER TSENG**
AFFINITY PROGRAM
SALES & MARKETING
MANAGER, FCCS

Passkey Members can enjoy personal and company discounts for products and services including:

Personal Savings for Employees and Directors	Organization Savings
Auto maintenance, purchase and rentals	Logoed apparel
Clothing	Computers and accessories
Computers and accessories	Entertainment
Gift ideas	Fleet vehicles
Home services	Lending and operations software
School supplies	Consulting services
Personal finance	Human Resources tools
Personal vehicles	Marketing and promotional products
Travel and entertainment	Office supplies, furniture and design
	Business travel
	Cybersecurity
	Telecom services and wireless

For more information or to share your feedback about Passkey, [visit our website](#) or contact [Heather Tseng](#), Passkey Sales and Marketing Manager at 303.903.8544.

About Passkey

Powered by FCCS and backed by a 20-year track record, Passkey leverages the collective purchasing power of cooperatives, associations, public entities and industry groups to negotiate significant discounts with national partners.

Discounts include business service solutions as well as many personal discounts available to the employees and boards of participating organizations, from car rentals and vacations to telecom services and office supplies. With no cost to participate, we invite you to join the program.