



**CREDIT & COMPLIANCE SOLUTIONS
TRUSTED BY 21,000+ U.S. DEALERSHIPS**

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866.273.3848

www.700Credit.com

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WHAT OUR CUSTOMERS THINK

“Since we have gone to 700Credit, our desk managers like the display of the credit bureaus. Our finance managers like the ease of printing our Risk Based Pricing Notices and Adverse Action Letters. Being able to go and look at everything run on a particular day or week in the 700Dealer.com portal is easier than trying to go and look up an individual customer because of its integration with our systems. I like that I can go into my iPhone on the 700Credit app and see what is going on at work when I am not there. Overall, we have been very happy with 700Credit.”



Hedrick's Chevrolet

An Introduction to



700Credit is the largest provider of credit, compliance, driver's license authentication, identity verification, fraud detection and soft pull solutions to automotive, RV, marine and powersports dealers.

Our product and service offerings include credit reports, prescreen and prequalification platforms, Adverse Action and Risk-Based Pricing Notices, Red Flag, OFAC search, MLA, synthetic fraud detection, identity verification, driver's license authentication, a learning management platform for compliance, and more.

700Credit began in 2000 providing credit reports to a small group of automotive dealerships in California and Florida. Today, our organization has grown to one of the largest credit report and compliance vendors in the automotive industry. We maintain close working relationships with all three bureaus - when compliance and/or regulations change we know about it immediately and make the required changes and updates to our solutions.

As we have grown, we have carefully selected specific products and services that both support and enhance our core, credit report business. Consistently, we strive to meet our goal to create additional value for our clients by streamlining their workflow to help maximize their opportunity for growth. Our client onboarding process is “best in class” in the industry. In as little as 48 hours, dealers will be up and running with any of our solutions.

With over 21,000 direct dealer clients and 200+ software partners, we look forward to becoming your trusted credit and compliance vendor.

A Word from Our Managing Director, Ken Hill...

I am pleased to invite you to browse our product guide which breaks down in detail our flagship credit report platform, compliance solutions, and our new Learning Management System (LMS).

Over 20 years ago, 700Credit began providing credit reports to a small group of automotive dealerships in California and Florida. Today, our organization has grown to become the largest credit report and compliance vendor in the automotive, RV, powersports and marine markets. We are the largest reseller of credit reports from the 3 main bureaus (Equifax, Experian and TransUnion) and maintain a close partnership with each of them so when compliance and/or regulations change we know about it immediately and make the required updates in our solutions.

This booklet will review our:

1. **Credit Report platform** – With over 200 seamless software platform integrations, our system ensures an efficient and convenient process for pulling credit directly from your in-house systems.
2. **Automated Compliance platform** – We simplify the process, ensuring that compliance remains effortless with every transaction.
3. **Learning Management System (LMS)** – Elevate your compliance strategies with our comprehensive web-based, self-paced platform. This tool delivers both the essential training your dealership requires, as well as ensures each transaction aligns with compliance standards, protecting you from costly fines.

If you're interested in learning more about any of our solutions, please visit 700Credit.com or reach out to one of our representatives today!



Ken Hill

Ken Hill
Managing Director, 700Credit

Credit Report Solutions

As the largest authorized reseller, 700Credit takes the lead in providing credit reports sourced from Equifax, Experian and TransUnion – the industry’s 3 major credit bureaus. Our comprehensive reports include information sourced from credit grantors, legal entities and collection agencies, offering a detailed account of the consumer’s historical loans. The reports contain both FICO® and Vantage Score, and public records, such as judgments, liens and bankruptcies.

Uncover a comprehensive view of an individual’s credit history with 700Credit’s industry-leading access to critical credit information - supported by all three major credit bureaus.

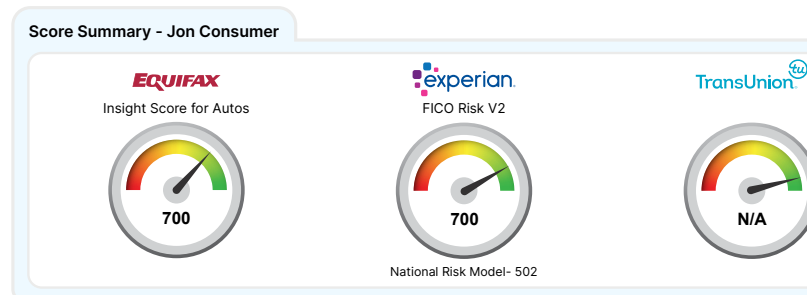


Insight Score® for Auto

Created for broader credit access in vehicle financing, this industry-specific credit risk score blends Equifax’s proprietary credit data with alternative information. Employed by automotive lenders, **Insight Score for Auto®** enhances loan offer capabilities for American shoppers with limited or no credit history, enabling a transition from non-scorable or subprime offers to near-prime or prime options

The Insight Score® employs NeuroDecision® Technology to apply models designed exclusively for the auto industry and helps predict the likelihood of a consumer becoming 90 days+ past due within 24 months of an auto loan being opened.

- Uncover new prospects among no file, thin file, and unbanked customers.
- Expand consumer access to credit opportunities by up to 16%.
- Evaluate new auto loan applicants with greater confidence and less risk.
- Adjust credit levels among current customers based on a more complete view of the payment histories and behaviors.



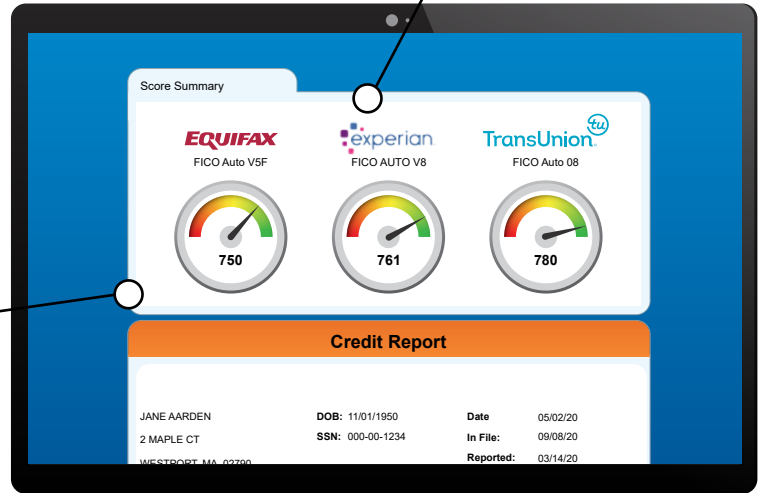
Scorecard	Score	Code	Score Factor Description
FICO Risk V2	700	00010	Ratio of balance to limit on bank revolving or other rev accts too high
		00008	Too many inquiries last 12 months
		00011	Amount owed on revolving accounts is too high
		00005	Too many accounts with balances
Insight Score for Autos	700	ZFJ	Insight Score for Autos
		ZFT	Lack Info on Available Credit on Bankcard Acct
		Z95	Lack Info on Available Credit on Revolving Acct
		Z5U	Lack Info on Payment on Student Loan Acct
		Y	Lack Info on Credit Limit/High Credit on Joint Mortgage Acct
			Number of inquiries adversely affected the score but not significantly

Score Summary Dashboard

The Score Summary dashboard provides our clients with a single, graphical view of each of the credit bureaus and scores they pull on their customers, without having to scroll through each report to see the score.

700Credit provides its dealers with credit scores from all three of the major credit bureaus. This allows for the most accurate information, every time.

Easy-to-read formatting and largely printed at the very beginning of the credit report provides dealers with the most popular, basic information from the start.



Accessing Your Credit

In order to best fit the needs of your dealership, 700Credit offers multiple methods of access to our credit and compliance solutions, including:



700Dealer.com

Our state-of-the-art 700Dealer.com web-based platform.



Direct Access

Direct access through DealerTrack, RouteOne and CUDL.



Direct Integration

Direct integration with the industry's leading DMS and CRM solutions.

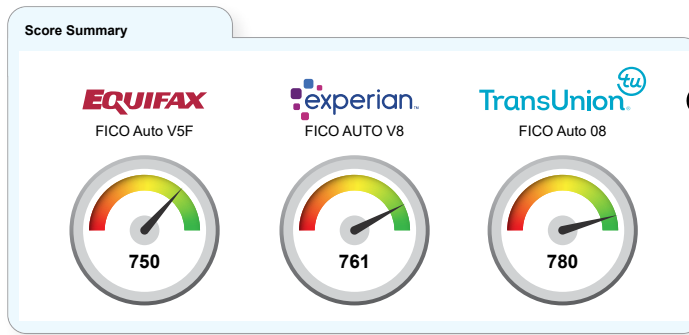
200+ Top Integration Partners

With integration partnership with **over 200 of the top software providers in the nation**, we provide dealerships with easy API integration into some of the leading DMS, F&I, CRM, sales & desking solutions on the market today. Alongside all of this, we implement an aggressive revenue share model to augment our partner's revenue stream. Take a look at some of the partners we have had the opportunity to work with.



HTML Credit Report

Our HTML Credit Report is the first step required to start helping your dealership better understand the customers you work with. It provides a *clear, easy to understand*, look at valuable credit file information that can identify open trade lines, confirm identification information and provide a FICO® score.



Our Score Summary Dashboard provides a single, graphical view of each of the credit bureaus and scores they pull, without having to scroll through each report for this information.

Credit Report

JANE AARDEN **DOB:** 11/01/1950 **Date:** 05/02/20
 2 MAPLE CT **SSN:** 000-00-1234 **In File:** 09/08/20
 WESTPORT, MA, 02790 **Reported:** 03/14/20

Subscriber: FDC
Sub Code: CS0001208G

PREVIOUS ADDRESSES:

Name	City	State	ZIP
5 SILVER RDG	WINDHAM	ME	04062
11 HIGH DAM RD	WAREHAM	MA	025171

EMPLOYMENT:

EMPLOYER X	02/15/10
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The Score Summary dashboard is available for all credit report formats and all of our integration partner systems, including RouteOne customers using HTML format.

This section includes your name, including any aliases or misspellings reported by creditors, birth date, SSN, current and past home addresses, current and former phone numbers, current and past employers.

700Credit Auto Summary

Total Bal	Month Pay	Total Auto	Open Auto	30	60	90
\$9048	\$282	3	1	0	0	0

Trades:

Account Name	Status	Dat Open	Curr Bal	Monthly Pay	Mos Rep	30	60	90	Payment Pattern
TD BANK N.A. 0748M001	Paid or paying as agreed	09/26/2015	\$14234	\$282	00	00	00	27	111111111111111111
CITIZNSBNKNA 07421069	Paid or paying as agreed	10/08/2009	\$0	\$301	00	00	00	48	111111111111111111
PNC V LEASNG 0789D001	Paid or paying as agreed	03/26/2006	\$0	\$0	00	00	00	41	1X1111111111111111

One of the unique features of the 700Credit HTML report is our Auto Summary which separates out the auto-only related loans in one location, so they are easy to find and evaluate.

The 700Credit Summary section includes a summary of revolving and mortgage accounts, credit cards, etc.

700Credit Summary

Total Trades	Oldest Trade	Current	Negative	History Negative	Public Records	Collections	30	60	90	Inquiries Last 6	Inquiries Last 6
10	01-68	0	0	0	3	1	5	1	4	3	0

	Number	High Credit	Credit Limit	Balance	Past Due	Monthly Payment	Available %
Revolving	4	\$22,420	\$20,000	\$14,657	\$0	\$435	26%
Mortgage	2	\$3,612	\$4,000	\$250	\$0	\$0	
Installment	4	\$0	\$1,000	\$265,380	\$1,421	\$4,549	
TOTALS	10	\$26,032	\$25,000	\$280,287	\$1,421	\$4,984	

Payment Pattern:
Month to Month payment history.

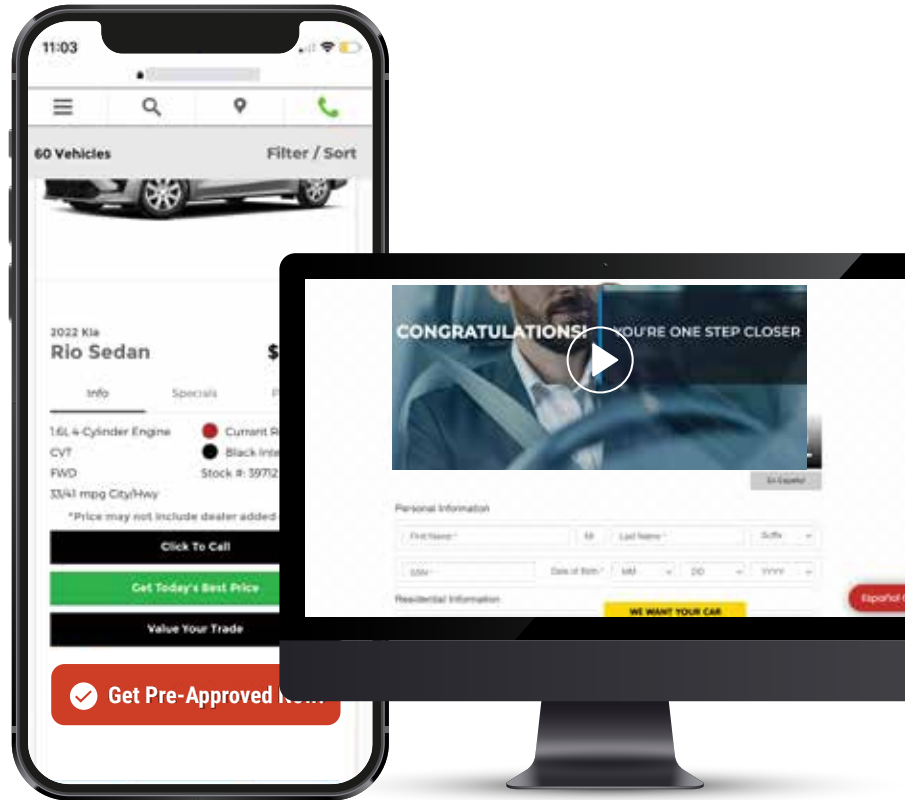
- O - Current
- N - Current
- C - Current
- 1 - 30 days
- 2 - 60 days

QuickApplication

Our web-based app process is faster and less cumbersome than standard credit apps and can easily replace the current credit application on your website. With the new Safeguards Regulation, your dealership needs to ensure they are safeguarding consumer data. Step 1 is an electronic credit application, eliminating another step historically done on paper in your process.

Unlock the Features of Our QuickApplication Platform:

- Offered in both English and Spanish, and the choice between single-page and multi-page options.
- Optional video available that reassures consumers about the safeguarding of their information.
- Automatically email risk-based pricing notices, as well as adverse action letters for those who fail to receive financing
- Consumer credit data stored securely in the 700Dealer customer portal for easy access and audit capabilities
- Consumer authorization to access their credit file is automatically generated and stored for easy dealer access



How QuickApplication Works



Consumers click a QuickApplication* link on a dealer website and provide their personal information, including SSN and DoB.



A credit report is automatically pulled, allowing your dealership immediate access to their credit report.



Effortlessly transfer application data to various platforms, including CRM/DMS, RouteOne, CUDL, Dealertrack, and the 700Dealer portal.

**The application is 100% customizable and can collect any information that is critical to your process.*

Compliance Solutions

Compliance is a daunting task for any dealership but the key to adhering to the Fair Credit Reporting Act (FCRA) and Equal Credit Opportunity Act (ECOA) regulations is consistency. 700Credit offers an array of products and services in a customized package for your dealership, all of which work to automate your compliance practices, keeping your dealership ready at all times for future audits.

Compliance Dashboard

Our Compliance Dashboard is a complete monitoring solution, which is **unique in the industry** and helps you stay on top of and manage credit reporting and compliance from one single view.

- Adverse Action Notices
- Risk-based Pricing Notices
- OFAC Search, Red Flag ID, & Privacy Notices
- Out of Wallet Questions
- & Collects lead forms from our Credit Reporting and Soft-Pull products.

Our Compliance Dashboard also includes compliance requirements for:

- QuickQualify
- QuickApplication
- QuickScreen
- QuickScan

Adverse Action Letter Program Monitor		
	#	%
Total Applicants	43	
Letters Mailed	34	79%
Letters Queued to be Mailed View/Edit	4	9%
Letters Printed Locally	0	0%
Applicants with No Letter Delivered View/Edit	5	12%
Adverse Letters Delivered/Scheduled	38	88%

[Current Adverse Action Setup](#) [Request Setup Changes](#)

Risk Based Pricing Notice Program Monitor		
	#	%
Total Applicants	43	
Notices Mailed	35	81%
Notices Queued to be Mailed View/Edit	6	14%
Notices Emailed	0	0%
Notices Printed Locally	0	0%
Applicants with No Notice Delivered View/Edit	2	5%
RBPN Notices Delivered/Scheduled	41	95%

[Current RBPN Setup](#) [Request Setup Changes](#)

Red Flag Program Monitor		
	#	%
Red Flag Alert Status		
Total Applicants With Red Flag	38	46
Red Flag Clear & Cautions	9	24%
Red Flag Alerts	29	76%
Alerts Unresolved View/Edit	27	
Alerts Resolved	2	

[Work on Unresolved](#)

Consumer Alerts		
	#	%
Fraud Victim and Security Alerts View	1	
Active Duty Alerts View	0	

ID Verifications		
	#	%
Complete	0	0%
Incomplete View/Edit	42	100%

[Work on Incompletes](#)

Out of Wallet Authentication Program Monitor		
	#	%
Total Applicants	42/29	

QuickScan Monitor		
<i>Hover over a category for the definitions.</i>		
	#	%
Total Applicants View	205	
Applicants that completed QuickScan	160	78%
Applicants that did not completed QuickScan	45	22%

Overall Results for ID Document Verification		
	#	%
Pass	102	64%
Caution	33	21%
Fail	25	16%
Error	0	0%

Identity Information Verification		
	#	%
Total Identity Verification Cautions	13	8%

Synthetic Identity Alerts		
	#	%
Total Synthetic ID Cautions	0	0%



Compliance Requirements

Compliance is a daunting task for any dealership but the key to adhering to the Fair Credit Reporting Act (FCRA) and Equal Credit Opportunity Act (ECOA) regulations is consistency.



Adverse Action Notices

Dealerships are considered creditors and are responsible for providing Adverse Action notices to customers that were not offered financing or consumers who were offered alternative financing but denied the offer. 700Credit has a solution that automatically keeps your dealership in compliance with Adverse Action obligations.



Risk-Based Pricing Notices

The Risk-Based Pricing Regulation affects dealerships whether or not they pull a credit report on their customers. The regulation is intended to improve the accuracy of credit information by alerting those consumers who may have negative information existing on their credit file. Consumers are provided their score, how their score ranks nationally and some educational information on how to obtain a copy of their report and what to do if they find inaccurate information.



Privacy Notices

Dealerships are required by law to provide every consumer with a copy of their privacy policy. Our platform makes it quick and easy to comply.



Red Flag ID

Our Red Flag ID solution is customizable for your dealership's specific needs and provides a total solution to satisfy all Red Flag requirements. This is an automated solution that shows results directly within the credit report. Available with every potential Red Flag alert, 700Credit provides a list of multiple choice "out of wallet" questions that an identity thief would have a hard time answering, allowing you to validate identity without the consumer leaving the dealership.



Out of Wallet Questions

Out of Wallet (OOW) questions are designed to speed the verification process and keep your customers in your store. When a Red Flag alert occurs, your dealership must validate the person's identity. If you ask an applicant for additional forms of identity and address verification and they have to leave the store, you risk them not coming back.



OFAC Search

700Credit's quick and easy OFAC solution screens your customers against the OFAC database with every transaction. If a match occurs, 700Credit will assist your dealership employees with the necessary steps to remain compliant with the federal government's regulations.

Why is Identity Verification Important for Your Dealership?

Automatically check customer data for signs of ID theft


700Credit's Identity Verification platform is an automated solution that provides a summary table of results appended to each credit report. Identity Verification provides a vital service by flagging information that on the surface may seem true, but in reality, is questionable. These warning messages focus on high-risk applicants, social security numbers, driver's licenses and addresses. Available with every potential Identity Verification Alert, 700Credit provides a list of multiple choice "out of wallet" questions that an identity thief would have a hard time answering, allowing you to validate identity without letting your customer leave the dealership.


Identity Verification

Name: John Consumer Status: Quiz Required

Red Flag Score: 50 Synthetic ID Score: 999

Score Risk Level: Med Risk Synthetic ID Level: Low Risk





ID Verification Quiz

Section	Result	Alert	Next Steps
▶ OFAC	✔		
▶ ID Match	✔		
▶ Red Flag Alerts		No information available Credit Report Data Ex: ID Fraud Victim Alert: Extended Alert Victim Statement	IDV Quiz
▶ Synthetic ID	✔		
▶ MLA Search	✔		
▶ ID Verification	✘	Verification of ID Required	Verify ID

View Detail Report

700Credit's Identity Verification Platform

OFAC Database Search

700Credit's OFAC solution screens all of your customers against the OFAC list for every transaction. If a match occurs, 700Credit will assist your dealership employees with the steps to remain compliant with the federal government's regulations.

ID Match

Fulfills a dealership's requirement to verify the applicant's name and address against a 3rd party, public record database. If an alert is triggered, a link to out of wallet (OOW) questions appears in the Next Steps column.

Red Flag Alerts

Red Flag Alerts detect if suspicious or negative activity occurred on an individual's credit report which could be a sign of fraud. Credit Bureau's must follow the FTC's Red Flags Rule to identify, manage and avoid these suspicions.

Synthetic ID

Our Synthetic ID Solution is built to detect synthetic fraud using a breadth of data and a suite of analytical fraud solutions. The model complies with the Fair Credit Reporting Act (FCRA) and returns a risk score with score factors to help determine if a new customer application is associated with a synthetic identity.

Military Lending Act (MLA)

Indicates if a buyer is a current or former member of the military.

ID Verification

Reminds the dealer to ask for and validate the form of identification the consumer presents at the point of sale.

Out of Wallet Questions

Questions designed to speed the verification process and keep your customers in your store. When a Red Flag alert occurs, your dealership must validate the person's identity. If the customer answers the majority of the questions correctly, their identity is verified and the alert is automatically resolved, allowing you to proceed with the transaction.



Learning Management System

As the largest reseller of credit reports from all three bureaus – Experian, Equifax and TransUnion – 700Credit has always strived to provide comprehensive and automated compliance solutions to keep you compliant with every credit report pulled.

To further our efforts in providing the best compliance and risk mitigation services to our clients, we are pleased to introduce our new web-based, self-paced LMS which will provide the required training your dealership needs to remain compliant with every transaction and avoid costly fines.

This LMS meets the guidelines set forth by the 3 major credit bureaus on the rules and regulations all businesses must follow when pulling a credit report and is required for every dealership that uses our credit report solution.



CAN YOU AFFORD TO PAY THE PENALTIES FOR NON-COMPLIANCE?

Compliance Requirement	Estimated Fine for Non-Compliance
Form 8300 and Reporting Cash Payments of Over \$10,000	If you willfully fail to file Form 8300, you can be fined up to \$250,000 (\$500,000 for corporations) or sentenced to up to 5 years in prison, or both.
Red Flags Rule	\$3500 maximum civil penalty per violation.
Adverse Action Notices	Liability for punitive damages is limited to \$10,000 in individual action and the lesser of \$500,000 or 1% of the creditor's net worth in class actions.
The Fair Credit Reporting Act	The civil penalties for noncompliance include paying up to \$1,000 in damages to the consumer. If the FTC takes civil action, the fine is a maximum of \$2,500 per violation.
Risk Based Pricing Notices	Maximum penalties of \$4,111 per violation.

8 Modules. 58 Minutes.

The LMS training platform includes the following 8 modules to help your dealership remain compliant in every aspect of the business.

1

Adverse Action Notices

This course helps to identify when information in a consumer report results in an adverse action and requires a proper notice to be provided to the customer as required by the Fair Credit Reporting Act (FCRA) and Equal Credit Opportunity Act (ECOA).

2

IRS Rule 8300

This course helps identify which transactions are considered cash transactions that require submission of an IRS Form 8300.

3

Paper Flow

This course reviews the importance and necessity of properly handling and retaining paperwork as required by GLB and the FTC Safeguards and Disposal Rules.

4

Privacy, Safeguards & Disposal

The goal of this course is to provide you with enough information so that you will know how to protect customers' non-public information (NPI) as required by the Gramm-Leach-Bliley Act (GLB).

5

Red Flags Rule

This course helps dealership employees identify the red flags of identity theft and fraud, and to help prevent fraudulent conduct.

6

Risk Based Pricing Rule

This course describes the risk-based pricing rule and best practices you need to follow at your dealership to comply.

7

Unfair, Deceptive, or Abusive Acts or Practices (UDAAP)

This course provides information on avoiding acts and practices that can be unfair, deceptive, or abusive – and illegal.

8

OFAC

This course will help your dealership comply with the Office of Foreign Asset Controls (OFAC) requirement that car dealers check customer names against a database of known dangerous organizations and individuals.

FTC Safeguards Update

Compliance with the updated Safeguards Rule is required for all dealerships.

The Federal Trade Commission (FTC) has finalized changes to the Standards for Safeguarding Customer Information rule (Safeguards Rule) under the Gramm-Leach-Bliley Act (GLBA). The updated Safeguards Rule amends the FTC's 2003 Safeguards Rule and requires financial institutions (which includes Dealers) to strengthen their data security safeguards to protect customer financial information.

How Does This Affect Your Dealership?

The updated Safeguards Rule now includes specific criteria for what safeguards financial institutions must implement as part of their information security program. Previously, similar rules provided only general guidance and not specific requirements.

Watch our educational webinar on the New FTC Safeguard Rules

We cover each new rule and your dealership's obligations.



Among other requirements, the updated Safeguards Rule mandates the following:



Designation of Qualified Individual



Written Information Security Program



Risk Assessments



Penetration Tests & Vulnerability Assessments



Encryption of Customer Information



Service Provider Oversight



Additional Training Requirements



Multifactor Authentication



Logging & Disposal of Customer Information



Report to Board of Directors

WHAT OUR CUSTOMERS THINK

“

We have been working with 700Credit for many years; not only using them as a credit bureau source, but also having them as our Compliance Advisors. In this industry, it is difficult to get companies to be as dependable as 700Credit and their entire team. They do an excellent job and their time management to get issues resolved is remarkable. I feel the best part in working with 700Credit is their communication skills with our team. All inquiries or issues are handled with clarity and always in a timely manner. The pricing on products that we use with them is very competitive and the service you get it worth every penny! If considering 700Credit for your credit or compliance needs, I promise you will be happy with the service you receive.

”



Johnnie Walker RV's

BEYOND CREDIT & COMPLIANCE

700Credit is more than just credit and compliance – we also provide soft pull prescreen and prequalification solutions and identity verification and fraud detection platforms to over 21,000 dealerships. We are partnered with 200+ of the industry's top CRM, DMS, website and DR platforms to provide you with the smoothest workflow possible.

CREDIT

RouteOne · Dealertrack · CUDL · AppOne · CRM · DMS

COMPLIANCE

Red Flag · Adverse Action · Synthetic Fraud · RBPN · MLA

SOFT PULLS

Prequalification · Prescreen · CRM · Service Lane · Digital Retailing

IDENTITY VERIFICATION

Identity Verification · Synthetic ID Fraud · Driver's License Authentication · Income & Employment Verification

For more information, visit www.700credit.com.



TRUSTED BY 21,000+ DEALERSHIPS

Stand-Alone and Integrated Software
Solutions for Your Dealership's Sales,
Finance, and Compliance Teams

Since our inception in 2000, we have partnered with over 200+ of the leading DMS, CRM, Service Lane, Desking, Website and Digital Retailing platforms each experiencing the synergy of working with an industry leader on a daily basis. We've learned over the years that these relationships are an important key to our success – and our dealership clients.

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