



# **USER GUIDE**

**August 2021**

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## Welcome to 700Credit!

**700Credit is the leading provider of credit and compliance solutions for the automotive industry. Our products and services have evolved through the years, as we continually collect feedback from our clients around the country. Our singular focus on the automotive industry has allowed us to create solutions that are easy to use and best fit the needs of our dealer clients. Today we have over 14,500 direct dealer clients using our products and services across the US.**

### Credit Reports

We offer access to reports from the leading national credit companies, Experian, Equifax and TransUnion. Credit Reports contain information from credit grantors, courts, and collection agencies regarding the historical loans by the consumer. Credit Reports also include: scores (FICO and Vantage), and public records such as judgments, liens, and bankruptcies. They also may include previous employers, addresses and other names used. All 700Credit clients receive their choice of report format, score and ancillary products.

### Red Flags

A Red Flag summary is provided with each report pulled, to alert you to information that appears to be genuine on the surface but may be questionable. These warning messages focus on high-risk applicants, social security numbers, driver's licenses, and addresses. Currently, there are more than 31 patterns for Red Flag alerts.

### Out of Wallet Questions

Out of Wallet (OOW) questions are available for every applicant processed through the platform. When a Red Flag alert occurs, your dealership must validate the person's identity. OOW questions are available instantly, providing multiple choice questions that would be hard for an identity thief to answer. If the consumer answers most the questions correctly, their identity is verified, and the alert is automatically resolved, allowing you to proceed with the transaction.

### Risk-Based Pricing Notices

Following the National Automobile Dealers Association (NADA) and National Independent Automobile Dealers Association (NIADA) recommendations, our solution uses the Exception Notice option, otherwise known as Model Form B-4 and Model Form B-5, for those instances where a score is not returned on the consumer.

## Adverse Action Letters

We have developed a base solution that follows industry best practice (and the best liability protection) to help keep you in compliance with federal and state laws and regulations. Our services can be tailored to fit your dealership's interpretation of the law and internal policies.

**This guide will walk you through our soft pull (QuickQualify) integration with the TradeVue platform.**

## Introduction to QuickQualify - Consumer Prequalification from 700Credit!

**QuickQualify** is a soft-pull solution which places a soft inquiry on the consumers file, that does not require a consumer's SSN or DOB – only name and address required. For each consumer that fills out the prequalification form and gets pre-approved, dealers receive:

- > Live FICO Score
- > Available Revolving Credit
- > Auto Inquiries last 30 days
- > Summary of Auto Trade Lines Including:
  - Current Monthly Payments
  - Current Auto Loan Interest Rates
  - Remaining Balance / Payoff
  - Payment History Months
  - Remaining on Auto Loans

You can use this information to put the consumer in the right vehicle with the right financing, right away!

**QuickQualify Results**

**Result:** Applicant Found **Score:** 618  
Powered by EX: FICO AUTO V8

**Consumer Information:**  
Name: John Doe Email: jdoe@email.com  
Address: 123 Main St. Phone: (999)-555-1234  
Farmington Hills, MI 48334

**Auto Summary:**  
Available Revolving Credit: \$1,459.00 Auto Inquiries last 30 days: 0

**Auto Trade Line 1**

Interest Rate: 17.52765%	Original Amount: \$17,079.00	Original Terms: 73 Months	No of Late Payments: N/A	<b>Monthly Payment</b> <b>\$382.00</b>
Percent Paid: 81.12%	Estimated Payoff: \$3,224.00	Remaining Terms: 6 Months	Joint: NO	
Loan Type: Auto		Trade Status: Open		

PRINT NOW

## Credit Report Option

With our QuickQualify platform, dealers have the option of either getting the soft-pull results as shown above, or you can opt to receive a full credit file from all three bureaus: **Equifax**, **TransUnion** and **Experian**.

We **STRONGLY** suggest you set up your prequalification bureau to match the bureau and scorecard that matches your credit bureau used in your F&I office.

**Note: This report can only be used for informational purposes and CANNOT be used to fund the deal.**

**CREDIT REPORT**  
For the purpose of Pre-qualifying only, not to be used for credit application, a full file is required.

**TransUnion**

NAME: MARGELLA A. AARDEN DOB: 11/08/1956 Date: 05/02/2018 8:09:12 AM  
2 BERKAD CT SSN: 000-00-9987 In File: 06/01/1999  
WENDEPORT, MA 02790 Date Reported: 04/04/2011  
Subscriber Name: FDC  
Sub Code: CS0001208F

**PREVIOUS ADDRESSES**

Name	City	State	Zip	Date Reported
1 SEVER RDG	WINDHAM	ME	04092	
21 HIGH DAM RD	WINDHAM	MA	02771	

**EMPLOYMENT**

Employer	Occupation	Date Hired	Date Separated	Date Reported
EMPLOYER X	CLINICAL			02/06/2010

**Special Messages**

SSN Match Ind: No SSN on input but SSN on file

**Score Summary**

Score Card	Score	Code	Score Factor Description
EXC3 Auto 08	727	0102	Proportion of balances to credit limit is too high on bank revolving or other revolving accounts
		005	Proportion of loan balances to loan accounts is too high
		005	Too many accounts with balances
		015	Lack of recent bank revolving information
		1	Inquiries did impact the credit score and, for models that indicate it, no derogatory info was found in the file

**700Credit Auto Summary**

Total Bal	Month Pay	Total Auto	Open Auto	30	60	90
\$	\$	\$	\$	\$	\$	\$
		2	4	0	0	0

**Trade:**

Account Name	Account#	Status	Date Open	Open Clsd	Case Bal	Orig AMT	Monthly Pay	Mo Rep	Paymnt/Pctmnt
FRD MOTOR CR	07790761	Paid or paying as agreed	06/10/2010	50	5252	\$12886	-	00 00 00	11/11/11/11/11
SANTANDER BK	04030328	Paid or paying as agreed	05/11/2009	50	\$296	\$10403	-	00 00 00	11/11/11/11/11

**700Credit Summary**

## Lead Data Notification

Dealers receive their prequalified leads in a variety of methods including:



### 1. Email & text notifications

Notifications can be sent to any email address you specify as well as to a mobile phone. The notification will either indicate an Approved or Not Approved status. Credit score will not be included as it is not allowed to be sent through email. You will need to log in to 700Dealer.com to view the full soft-pull information (see below). Email format can be in HTML or in plain text.

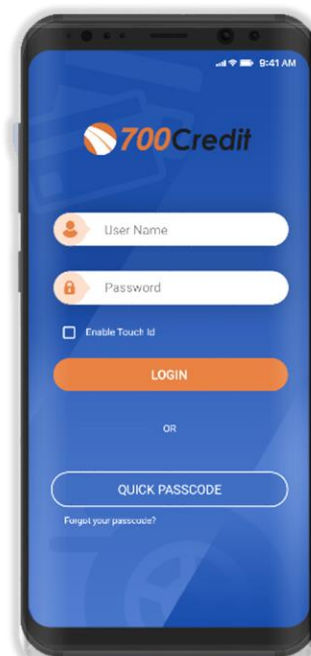
Emails contain a “**View Results**” button. When a dealer clicks on the button, they will be prompted to log in to the 700Dealer.com portal before being served up the QuickQualify results in an iframe. This new feature enables dealers to get access to the consumer’s FICO® score and auto tradeline data quicker, so they can put together the best deal right away to present to the customer, before they move on to other stores.

### 2. QuickMobile App

The 700Credit Mobile Dealer App is specifically designed for our dealers to manage their soft-pull leads generated by the QuickQualify solution from a single, secure platform.

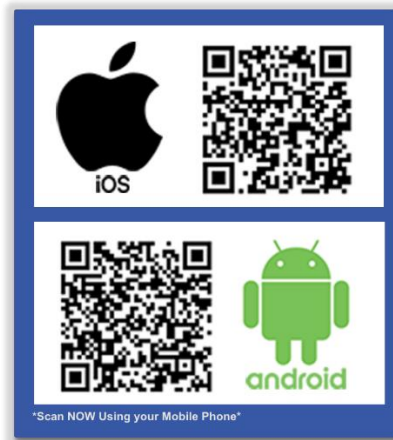
From this simple interface you can:

- > Receive alerts when consumers complete the QuickQualify web form
- > Optimize your interactions with applicants through text and mobile dialing
- > View a list of all applicants and immediately click on any applicant to view the live credit score and credit file information
- > Set filters to view leads from a specific period of time.
- > Dealers can forward the QuickQualify URL via text or email for consumers to complete from their devices.



The 700Credit Mobile Dealer App is available for both mobile phone (Apple & Android) and tablet formats, iOS 11 or higher and Android 5.0 or higher. Each format includes a secure login for easy access to all your pre-qualified applicants.

The **700Credit QuickMobile Dealer App** is available for both mobile phone (iOS & Android) and tablet formats. It is offered at no charge and can be downloaded from the Apple and Android App Stores by searching for “700Credit” or by scanning the QR Code to the right. Please contact our support team if assistance is required: **(866) 273-3848**.



### 3. DMS & CRM

Leads can also be sent to a variety of third-party CRM/DMS systems including DealerTrack, RouteOne, and VIN Solutions just to name a few. While not all CRM/DMS systems can accept leads, ask your setup representative if yours is supported, as we add more every month.

## Viewing Lead Data from your CRM

QuickQualify leads can be sent to your CRM (set up during your initial implementation).

When you click on the link in your CRM to view the customer’s soft-pull credit data, you will be served up a 700Dealer.com login screen.

Once you enter your 700Dealer.com user id and password, you will be redirected to the results screen as shown here.

QUICKQUALIFY

REPORT

CREDIT REPORT

for the purposes of Pre-qualifying only, not to be used for credit application, a full file is required

experian

Date: 07/06/2018 5:29:20 AM

WOODHILL ST.

EL CAJON, CA

PREVIOUS ADDRESSES

Name	City	State	Zip	Date Reported
-	EL CAJON	CA	92022	04/08

EMPLOYMENT

Employer	Occupation	Date Hired	End Date	Date Rpt
Current: BIGGS HARLEY DAVIDSON		03/07/2014	03/07/2014	03/14
Previous: BARONA		02/22/2006	02/22/2006	02/06

Special Messages

SSN Verified :N00 0000

SSN Verified :0083 SSN NOT PROVIDED

Score Summary

ScoreCard	Score	Code	Score Factor Description
FICO Auto V2	557	39	Serious delinquency
		18	Number of accounts with delinquency
		16	Lack of recent revolving account information
		34	Amount owed on delinquent accounts

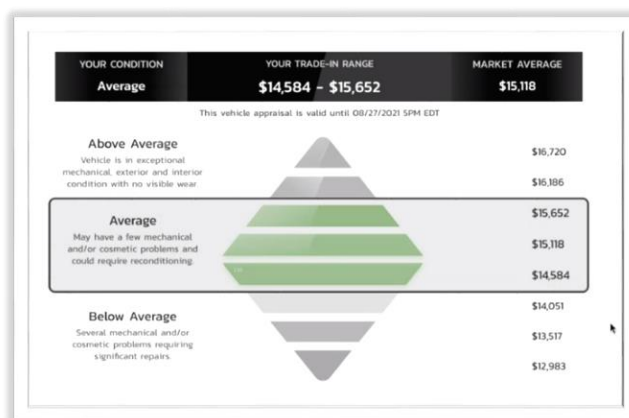
Collections

Creditor/Original Creditor	Account Number	Date Reported	Amount
Member Number	Industry Code	Date Verified	Balance
Status		Date Closed	

## TradeVue Implementation

### Consumer Experience

TradeVue has integrated our consumer prequalification platform – **QuickQualify** – with the **TradeVue** web and mobile-based vehicle trade-in estimator. Once a consumer goes through the process of entering their vehicle information – either on a mobile device or web-based experience – they are delivered a vehicle report as shown here.



Consumers have the opportunity to get prequalified by clicking on the **“Get My Score”** link at the bottom of their vehicle report as circled here.

**Trade Overview** (Subject to physical inspection)

2015 Acura RDX Technology Package

Body Style: SUV

Engine: 3.5L 6cyl (premium unleaded (recommended))

Transmission: 6 speed Shiftable automatic

Drivetrain: AWD (all wheel drive)

Mileage: 72010

Condition: Average

Estimated Trade Range: \$14,584 - \$15,652

Your Credit Score Range: [Get My Score](#)

This screen pops up to provide the consumer information on what getting prequalified entails. If they want to continue, they click the **“Get My FREE Credit Score Range Now!”** Button.

**Free Credit Checkup**

- ✓ No harm to your credit score
- ✓ See what you can finance
- ✓ No social security number needed

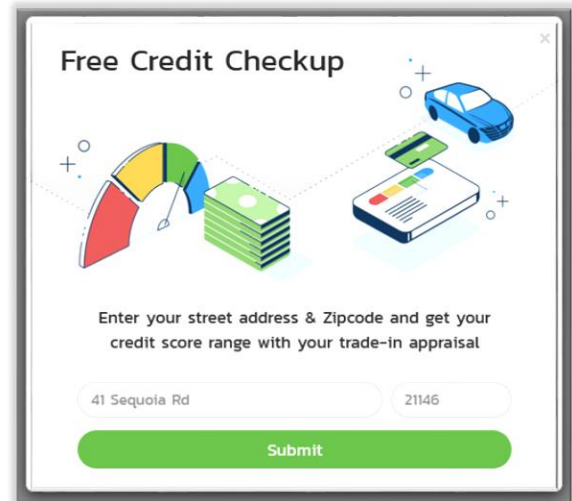
[Get My FREE Credit Score Range Now!](#)

No thanks, let me see my trade value without a credit check



A consumer prequalification form will pop up either on their mobile device or laptop (depending on where they are working the process). Consumer enters address – no SSN or DOB required, no effect on consumer credit score – and hit the Submit button. Information is sent to 700Credit to run the soft-pull, data is sent back to the dealer.

Consumer will receive their credit score range as shown here.



**Free Credit Checkup**

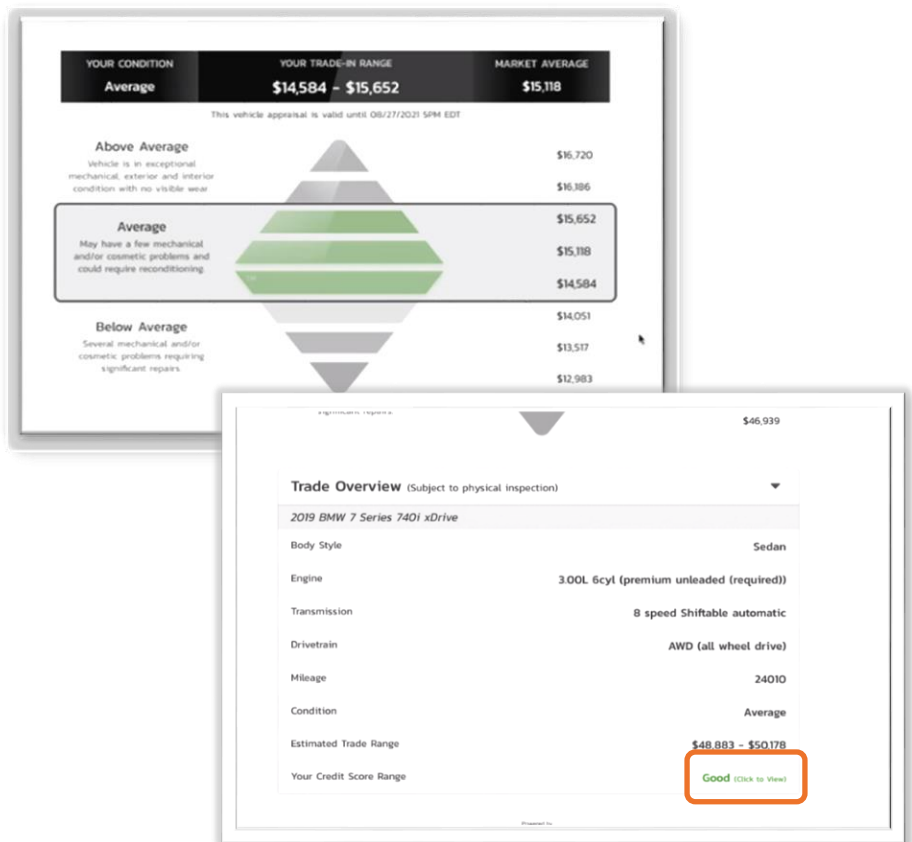
Enter your street address & Zipcode and get your credit score range with your trade-in appraisal

41 Sequoia Rd      21146

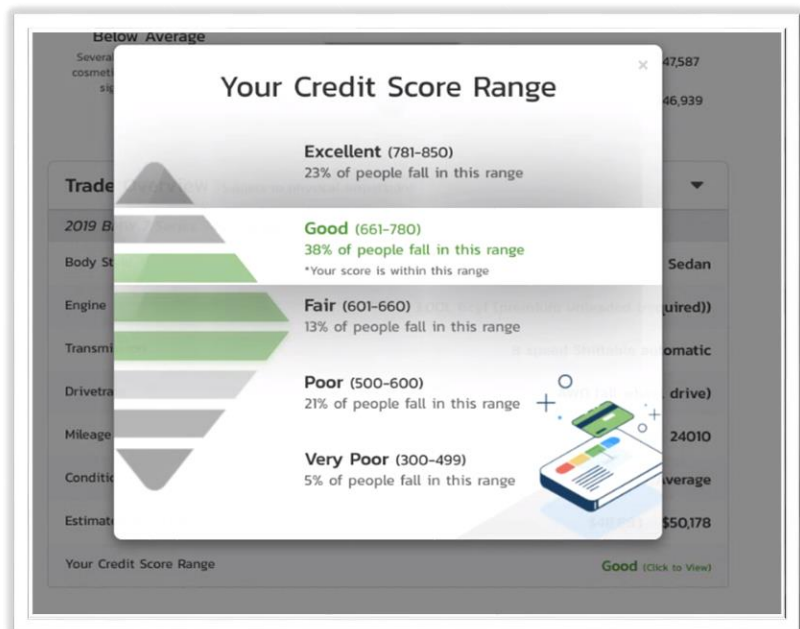
**Submit**



Once the prequalification is run, the consumer is provided the opportunity to view their SCORE RANGE by clicking the “**Good**” link circled here.



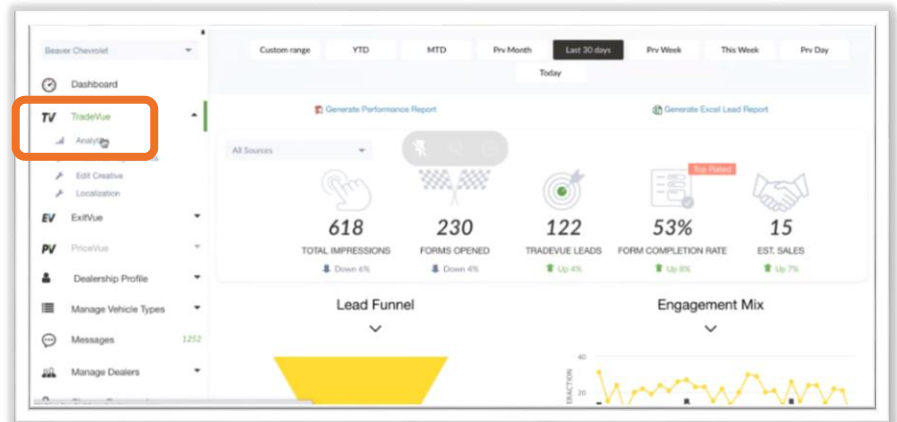
The consumer will be served up their score range with description as shown here.



## TradeVue Dashboard

Dealers can view all customer prequalification data (summary and credit report) by:

1. Log into the **Dashboard**
2. Select the **TradeVue** menu item in the left navigation.
3. Select the **Activity** menu item.



4. You will be brought to the list of customers that have gone through the TradeVue process.

If a customer clicks to get started and completes the prequalification process, you will see a “**\$ Credit Report**” button in the right-hand column. Click on this link to see the consumer’s prequalification results.

	Price Analysis	Type	Engine	Transmission	Drive	Exterior	Interior	Location	Appraised	Clear Title	1-Owner
2020 Buick Encore	Avg. Trade: \$29,288	SUV	2.50L 4cyl	AA	FWD			32214	8/11/2021	Unknown	Unknown
2022 Buick Encore GX Preferred	Avg. Trade: \$21,922 AutoLoan: Payoff: \$0 Est. Gross:	SUV	1.20L 3cyl (regular unleaded)	continuously variableA	FWD			08071	8/3/2021 1:31:34 PM	Unknown	Unknown
2022 Honda Insight EX	Avg. Trade: \$22,919 AutoLoan: Payoff: \$0 Est. Gross:	Sedan	1.50L 4cyl (regular unleaded)	continuously variableA	FWD			85044	7/27/2021 5:47:34 PM	Unknown	Unknown
2021 Buick Encore Avenir	Avg. Trade: \$48,463 AutoLoan: Payoff: \$0 Est. Gross:	SUV	3.60L 6cyl (regular unleaded)	9A	AWD			32778	7/27/2021 5:19:34 PM	Unknown	Unknown

Dealer can select either the QuickQualify or Credit Report tab to see either result.

QUICKQUALIFY

REPORT

CREDIT REPORT

for the purposes of Pre-qualifying only, not to be used for credit application, a full file is required

experian

Date: 07-06-2018 5:29:20 AM

WOODHILL ST  
EL CAJON, CA

PREVIOUS ADDRESSES

Name	City	State	Zip	Date Reported
	EL CAJON	CA	92022	04-08

EMPLOYMENT

Employer	Occupation	Date Hired	End Date	Date Rpt
BIGGS BARLEY DAVIDSON		03-07-2014	03-07-2014	03-14
BARONA		02-22-2006	02-22-2006	02-06

Special Messages

SIN Verified 3000 0000

SIN Verified 0683 SIN NOT PROVIDED

Score Summary

ScoreCard

FICO Auto V2

Collections

Creditor/Original

Member Number

Status

Credit Report

QUICKQUALIFY

CREDIT REPORT

GENERATE

QuickQualify Results

Result: Applicant Found

Score: 754

Powered By FICO FICO Auto 08

Consumer Information:

Name

Address

Auto Summary:

Available Revolving Credit: 112,128.00

Auto Inquiries last 90 days: 1

Auto Trade Line 1

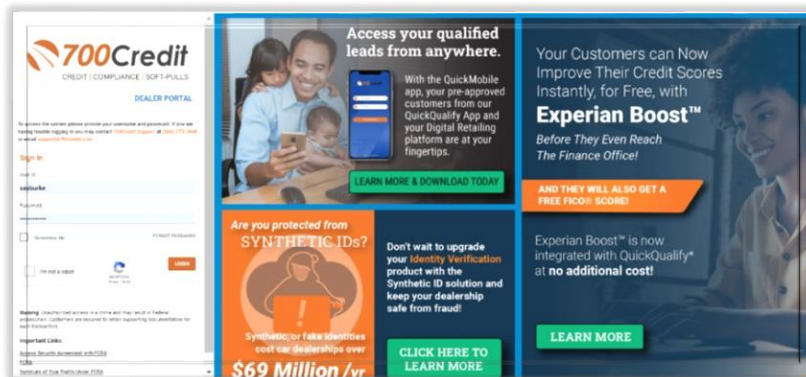
Interest Rate	Original Amount	Original Term	No of Late Payments	Monthly Payment
7.01%	\$14,294.00	60 Months	0	\$282.00
Amount Paid	Estimated Payoff	Remaining Term	Trade Status	
\$6,476	\$8,088.00	28 Months	Open	

Auto Trade Line 2

Interest Rate	Original Amount	Original Term	No of Late Payments	Monthly Payment

## Introduction to 700Dealer.com

As a customer of 700Credit, you have access to your own personal credit portal at [www.700dealer.com](http://www.700dealer.com). You should have received your username and password in a welcome email from 700Credit. If you did not receive this email, or have misplaced it, please send an email to: [support@700credit.com](mailto:support@700credit.com), or call: **866-273-3848**.



When you log in to 700Dealer.com, simply click on the **Applicant List** menu item in the left-hand column and you will see a list of all. You can select **Date Range** to view different timeframes.

By clicking on any name in the list, you can view their full credit report, red flag, and a link to their compliance dashboard.

Applicant	Products	Status	Users	Dealer	Date	Action
ronald E kirbridge	00 (592)	Completed	qz_berglundchryslerje	adogenatberglund chrysler	12/24/18 3:15 AM	View Details Edit Submit Delete
	EQ (681)	Completed	berglundfaiel	haerlund chrysler	12/23/18 5:40 PM	View Details Edit Submit Delete
	EQ (648)	Completed	berglundfaiel			
	OF AC	Completed	berglundfaiel			
	EQ (754)	Completed	berglundfaiel			
	EQ (617)	Completed	berglundfaiel			
	EQ (617)	Completed	berglundfaiel			
	EQ (746)	Completed	berglundfaiel			
	OF AC	Completed	berglundfaiel			

**QuickScreen Results**

Score: 606 (Tier 6) Result: Consumer Passed Quick Screen Criteria  
Powered by EQ Synthetic Risk Score 2.0

**Consumer Information**

Name: Ron Peterson  
Address: 1401 S. 1st St.  
City: Fresno, CA 93721

**Auto Summary**

Available Remaining Credit: \$11,123.00 Auto Reported Date: 12/24/18

Auto Trade Line	Interest Rate	Original Amount	Original Term	No. Late Payments	Monthly Payment
Auto Trade Line.1	27.55%	\$9,445.00	120 Months	0	\$237.00
	Payment Paid	\$3,000.00	Remaining Term	NO	
	10% Match	Yes	Loan Type	Trade Status	Open
	12345				
Auto Trade Line.2	18.26%	\$11,195.00	84 Months	0	\$237.00
	Payment Paid	\$7,632.00	Remaining Term	NO	
	10% Match	Yes	Loan Type	Trade Status	Open
	12345				
Auto Trade Line.3	60.86%	\$531.00	120 Months	0	\$27.00
	Payment Paid	\$491.00	Remaining Term	NO	
	10% Match	Yes	Loan Type	Trade Status	Open
	12345				
Auto Trade Line.4	99.96%	\$366.00	96 Months	0	\$295.00
	Payment Paid	\$196.00	Remaining Term	NO	
	10% Match	Yes	Loan Type	Trade Status	Open
	12345				

**Certificate Status**

Printed To: N/A  
Confirmed To: N/A

## Managing Users

You can add, edit or delete users who have access to your customer, credit and lead information through the following process.

1. Log in to 700Dealer.com
2. Click on the **"USERS"** link in the left-hand navigation.
3. To **EDIT** a user's credentials, click the Edit link on the right.
4. To **DELETE** a user, click the Delete link on the right.
5. To **Create a NEW user**, click on the Copy link on the right.

UserID	Name	User Level	User Type	Status	Dealer	City	State	Action
cartercountydgcudi	CU DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
cartercountydqdc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
cartercountydcpq	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
cartercountyyucudi	CU DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
cartercountyyudc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
cchyundaicpq	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
fchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
keystonechevydc	CU DL Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
keystonechevydc	Drive Centric Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
keystonecgbg	Gubagoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>

When you click on **Edit**, you will be brought to a screen where you can make changes to the information.

**User Information**

User ID: \* cartercountydgcudi Password: \* \*\*\*\*\* Retype Password: \* \*\*\*\*\*

First Name: \* CU DL Middle Name: Last Name: Interface

Address: 3600 W. Broadway

Zip: \* 72401 City: \* Ardmore State: \* OK Phone: 580-226-1210

Email Address: \* support@700credit.com [Email Password](#)

**Password Rules:**

- Password must be at least 8 characters long.
- Password must contain an uppercase character.
- Password must contain a lowercase character.
- Password must contain a numeric character.
- Password and Retype Password must match.
- Password shouldn't match with last four password

**User Setup Information**

User Type: \* Gateway User User Level: \* Dealer User AutoGenerate Letter is on

Dealer: Keystone Chevrolet Carter County Hyundai

Select Default Dealer: CarterCountyDodgeChryslerJeep

☐ Disable User From IP 206.80.1.1 To IP 206.80.255.255 [Add another ip range](#) [Edit](#) [Delete](#)

☐ Restrict Days of week and time of day access

☐ Force Password change on next Login

☐ Show in QuickApp Dropdown

☐ Login Required

☒ Security Questions

Question 1: city where company is located Answer 1: Ardmore

Question 2: city where company is located Answer 2: Ardmore

Question 3: city where company is located Answer 3: Ardmore

## Creating a New User

[illegible]

To create a new user, it is easiest to find a similar user id select the **COPY** action as highlighted above. You can then fill in the new user information and make any changes in the setup necessary.

[illegible]



## QuickApplication and QuickQualify Lead Analytics

We are pleased to share our latest enhancement to the QuickApplication and QuickQualify products! Dealerships can now view reports on lead traffic and conversions generated by both QuickApplication and QuickQualify web forms from within their 700Dealer.com portal. These reports will show both:

- > the dealer consumers who visited the web applications
- > the consumers that completed the form(s).

In addition, activity from specific banner placements can be tracked by utilizing the lead source option.

The tables to the right provide examples of both the new lead behavior and the lead source analytics.

**\*\* Reports can also be configured to be automatically emailed to your dealership on a daily, weekly or monthly basis**

QuickApp Lead Behavior Information												
Dealer Name	User ID	Page View			Bounce Volume				Completion Volume			
		Mobile	Web	Total	Mobile	Web	Total	%	Mobile	Web	Total	%
QuickQuality Lead Behavior Information												
Dealer Name	User ID	Page View			Bounce Volume				Completion Volume			
		Mobile	Web	Total	Mobile	Web	Total	%	Mobile	Web	Total	%
Florida Fine Cars	QQ_ftchollywood	250	137	387	214	105	319	82	36	32	68	17
Florida Fine Cars	QQ_ftoridafinecars	207	157	364	194	146	340	93	13	11	24	6
Florida Fine Cars - Miami	QQ_ftcmiami	741	479	1220	610	390	1000	81	131	89	220	18
Florida Fine Cars - Miami	QQ_ftoridafineMiami	546	425	971	504	390	894	92	42	35	77	7
Florida Fine Cars Margate	QQ_ftcarsmargate	393	355	748	336	311	647	86	57	44	101	13
Florida Fine Cars West Palm Beach	QQ_ftwestpalmbeach	488	290	778	446	275	721	92	42	15	57	7
Florida Fine Cars West Palm Beach	QQ_ftcwpb	544	317	861	455	262	717	83	89	55	144	16
QuickApp Lead Source Information												
QuickQualify Lead Source Information												
Dealer Name	User Name	Source	Page Views	Page View %	Bounce	Complete	Completion %					
Florida Fine Cars	QQ_ftchollywood	No Information	33	4	13	20	21					
	QQ_ftchollywood	VDP	354	47	306	48	52					
	QQ_ftoridafinecars	No Information	27	3	14	13	14					
	QQ_ftoridafinecars	FinancePage	337	44	326	11	11					
Florida Fine Cars - Miami	QQ_ftcmiami	VDP	1112	50	965	147	49					
	QQ_ftcmiami	No Information	108	4	35	73	24					

## Lead Behavior Analytics for QuickApplication and QuickQualify Applicants

By adding source information as a query string to QuickApplication and QuickQualify URLs, our new analytical reporting allows dealers to track lead (consumer) behavior in multiple ways. You'll now be able to determine:

- > how your leads are landing on the form page (i.e. specific location from your website or via banner ad), defined as source information
- > # of page views (click rates)
- > # of consumers that bounced from the form page (leads that land on the form page, but navigate to another site without filling out the form)
- > # of consumers that completed the form page.



## Accessing Reports

Once you have your website set up with the correct redirect URLs, you can go in to your 700Dealer portal at any time to review your analytics. Here are the steps to follow to access your report:

1. Log in to 700Dealer.com
2. Click on the **"Usage Analysis"** Tab as circled below.
3. Management Reports
4. QuickApplication or QuickQualify Insights Report
5. Run the report based on Date Range selected via the dropdown.

