



**USER GUIDE**

**NOVEMBER 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 within the Upstart 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:
    - o Current Monthly Payments
    - o Current Auto Loan Interest Rates
    - o Remaining Balance / Payoff
    - o Payment History Months
    - o 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: Joint: 6 Months	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

MARIELLA AARJIN      DOB: 11/01/1956      Date: 05/02/2011 8:09:12 AM  
 2 BERARD CT      SSN: 000-00-9967      In File: 09/01/1999  
 WESTPORT, MA 02790      Date: 04/04/2011  
 Report on: FDC  
 Subscriber Name: FDC  
 Sub Code: CS0001288F

**PREVIOUS ADDRESSES**

Name	City	State	Zip	Date Reported
5 SEVER RDG	WINDHAM	ME	04902	
21 HIGH DAM RD	WAREHAM	MA	02571	

**EMPLOYMENT**

Employer	Occupation	Date Hired	Date Separated	Date Reported
EMPLOYER X	CLINICAL			02/08/2010

**Special Messages**

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

**Score Summary**

Score Card	Score	Code	Score Factor Description
FICO Auto 08	727	010	Proportion of balance to credit limits is too high on bank revolving or other revolving accounts
		003	Proportion of loan balance to loan amounts is too high
		002	Too many accounts with balances
		015	Lack of recent bank revolving information
		1	Inquiries did repeat the credit record, 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
\$0	\$0	2	0	0	0	0

**Trade:**

Account Name	Status	Orig Clad	Cur Bal	Monthly Pay	Orig AMT	Int Rate	Paym Patter
FRED MEYER CB	Paid or paying w agreed	09/12/2010	\$0	\$252	\$12886	00	00 00 1111111111
SANTANDER BK	Paid or paying w agreed	05/31/2009	\$0	\$296	\$14045	00	00 00 1111111111

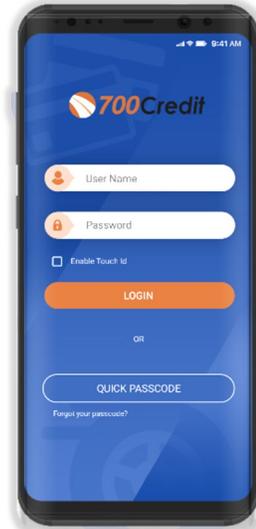
**700Credit Summary**

## QuickMobile App

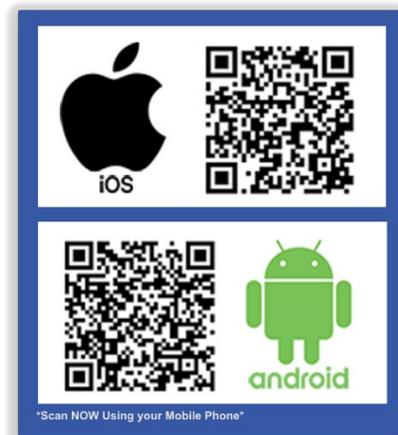
The 700Credit Mobile Dealer App is specifically designed for our dealers to manage their soft-pull leads generated by the QuickQualify solution from a single, secure platform.

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 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](tel:8662733848).



## Upstart Implementation

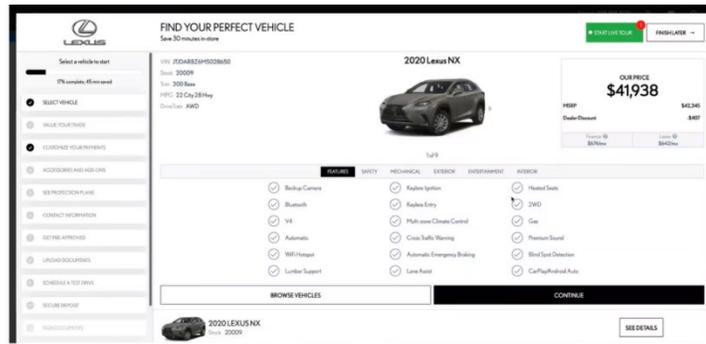
### Consumer Experience

700Credit is partnered with **Upstart** to provide **QuickQualify** integration in the digital retailing process.

Consumers will begin by selecting a vehicle they are interested in during their digital retailing process.

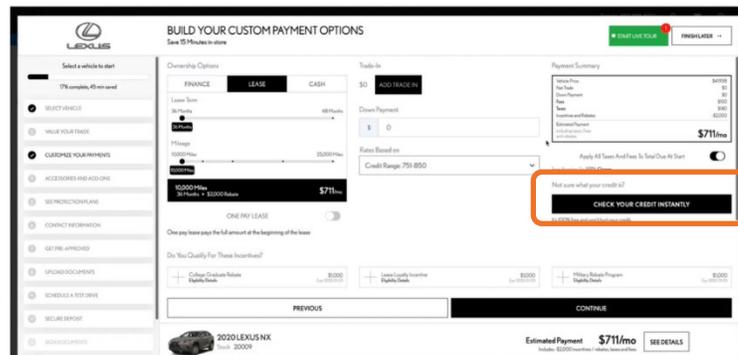
On the vehicle's information dashboard, click **"Continue"**.

Note: The next window to appear will ask the consumer if they have a vehicle they would like to trade-in. If the consumer does not, click **"Continue"**.



They will be brought to the **"Customize Your Payments"** step of the process.

Click **"Check Your Credit Instantly"**, as shown to the right.



The consumer will be prompted to fill out a form containing their first and last name and address.

Click **“Continue”**.

Lastly, they will be asked to provide their social security number.

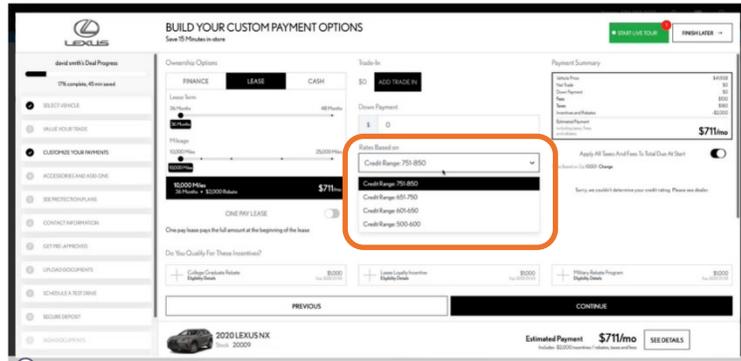
**Please note: While the consumer is being asked for a SSN, this is to provide a credit range for the dealer and accurate estimate payments for the consumer, and not a hard-pull credit score.**

If the consumer could not be found based on their credit score, the screen will notify them.

They will then have the opportunity to self-report their credit score range.

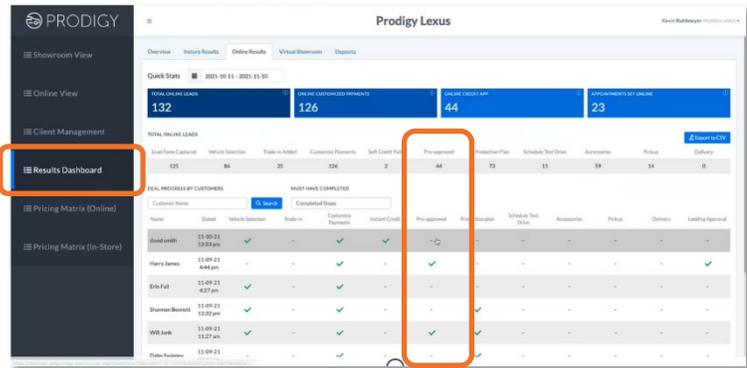
Vehicle Price	\$40000
Down Payment	\$0
Lease Term	48
Monthly Payment	\$711
Estimated Payment	\$711/mo

To report their own credit score, click the drop-down (as shown to the right), and select a range option.



## Viewing Leads in the Upstart Platform

Once a prequalification is submitted, dealers can log in to the back-end portal and navigate to the “**Results Dashboard**” and view the results, as show to the right.



## Introduction to 700Dealer.com

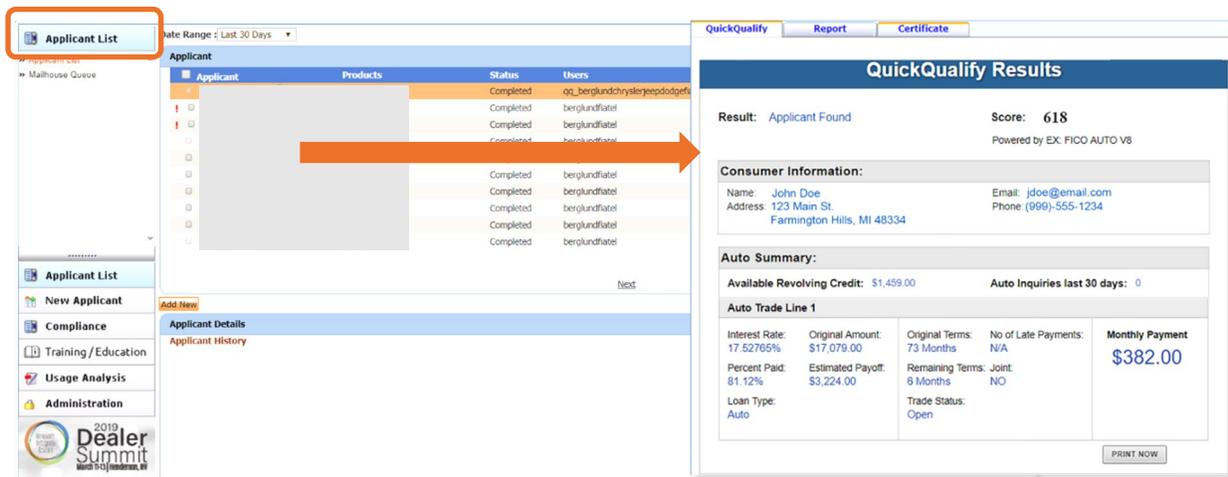
In addition to retrieving the prescreen results through the customer record in your CRM, you can log in to your 700dealer.com portal and see your customers prescreen results as shown below. Just click on the customer's name and you will be served up a window with their prescreen results as shown below.



## Viewing Your Leads

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.

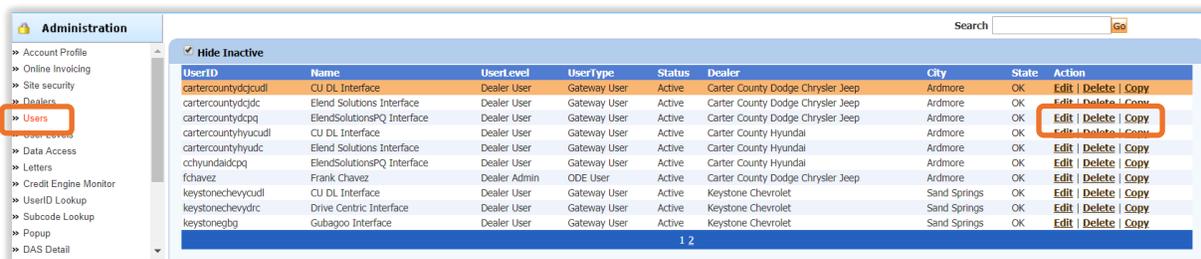
To view an applicant's data, just click on their name and the QuickQualify results will pop-up in a separate window as shown here.



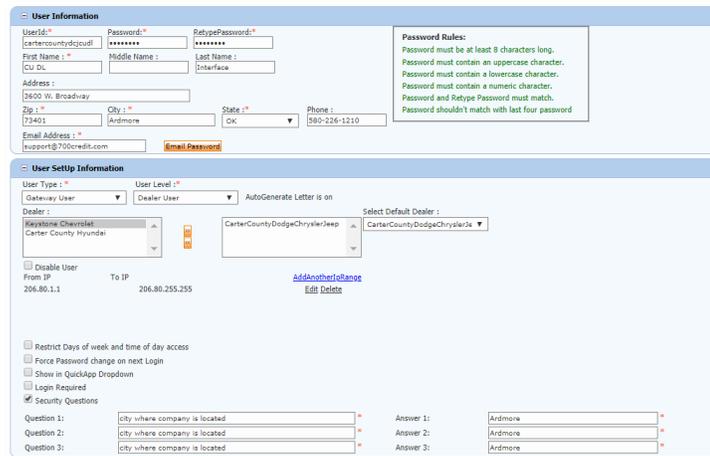
## Managing Users

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](https://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.



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



## Creating a New User

UserID	Name	User level	User type	Status	Dealer	City	State	Action
cartercountydcjucdl	CU DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
cartercountydcjdc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
cartercountydcjdc	Elend Solutions PQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
cartercountyhyucdl	CU DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
cartercountyhyucdl	Elend Solutions PQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
cchyuandaicpq	Elend Solutions PQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
fchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
keystonechevyucdl	CU DL Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
keystonechevydc	Drive Centric Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
keystonegbg	Gubagoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy

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.

You should have been sent your 700Dealer.com login credentials in one of our welcome emails to you. If you cannot locate your credentials or have any questions, you may send us an email or give us a call at the following: Support: (866) 273-3848 (Option 4) or [support@700Credit.com](mailto:support@700Credit.com).