



DRIVE HIGHLY QUALIFIED LEADS FROM YOUR WEBSITE AND DR PLATFORM

Know Your Customer's Credit
Position Before the First Phone Call

www.700credit.com

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WHAT OUR CUSTOMERS THINK

"We have greatly enjoyed using 700Credit as our soft pull service. It has never been easier to prequalify potential customers, and drive those leads directly to our CRM. The quality and quantity of leads we've received since implementing 700Credit has increased, and our processes have become more efficient and streamlined."



Tobi Newson

Marketing Manager

Harley Davidson Fort Wayne

An introduction to



700Credit is the largest provider of credit reports, compliance solutions and soft pull products 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, score disclosure notices, 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 20,000 direct dealer clients, and 200+ software partners, we look forward to becoming your trusted credit and compliance vendor.

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

I am pleased to invite you to browse our product guide, breaking down in detail, 700Credit's most popular product, QuickQualify.

Did you know that soft pulls can provide the same credit information on your customers as hard pulls - but at 1/3 of the cost? Armed with this information, dealers can qualify consumers at the beginning of the sales process without impacting their credit file - a benefit to both parties.

Our soft pull solution - QuickQualify - is utilized by over 4,000 dealerships across the United States. These dealers are realizing 3-4 times the number of qualified leads and closing a higher percentage of sales due to this powerful platform.

In this guide, we will:

1. **Define** soft pulls, and explain how prequalification works
2. **Describe** the importance of prequalifying earlier in the sales process
3. **Show** possible points of integration for prequalification in your dealership and sales process
4. **Prove** to you its effects with real data and numbers

We hope this material helps you realize just how important QuickQualify can be for your dealership. If you're interested in learning more, please reach out to one of our representatives today.



Ken Hill

Ken Hill
Managing Director, 700Credit



Scan this QR code to view our latest product video highlighting our soft pull prequalification solution, QuickQualify!

What is a Soft Pull?

The term “soft pull” refers to an action where an inquiry is made on a consumer’s credit file using name and address only. There is no social security number or date of birth required, and more importantly, it will not place a hard inquiry on the consumer’s credit file.

700Credit offers two kinds of soft pulls: a consumer-initiated or prequalification soft pull and a dealer-initiated prescreen soft pull.

With a prequalification, the consumer drives the process and provides “consent” to have the soft inquiry pulled. These types of soft pulls can be found on dealer websites and digital retailing apps, in the form of buttons and banners strategically placed to receive the highest rate of clicks. Upon completion of the prequal form, the dealer is provided a FICO score, full credit file, and auto loan summary so they can provide “penny perfect” payment quotes with interest rate so the first call can be a closing call.

With a prescreen, dealers initiate the soft pull using the consumer’s name and address (again no SSN or DoB required) and receive a FICO score and auto loan summary again so they have visibility into the consumer’s credit profile and can provide an accurate payment with interest rate at the top of the sales funnel.

Customer A

John Consumer
jconsumer@test.com

Customer B

Jane Consumer
janeconsumer@test.com

780

FICO® Score

Auto Loan Information

Current Mo. Payment

\$307

Months Remaining on Loan

10 mo.

Amount Owed on Loan

\$5,430

Interest Rate

5.6%

www.700credit.com

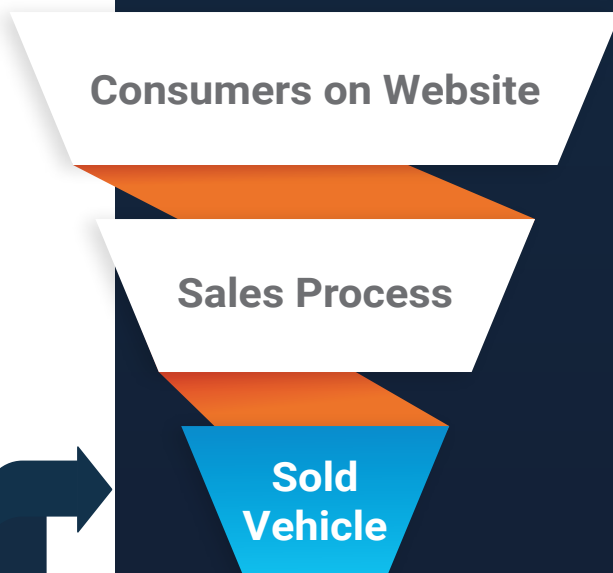
CREDIT FIRST v. CREDIT LAST



AVG. COST
SOFT PULL = **\$2.00**

With a soft pull, consumers are able to get prequalified at the top of the sales funnel, offering your dealership a unique insight into the credit profile of your customers earlier in the sales process. Soft pulls cost less than a hard pull, do not impact the customer's credit file, and can help you close deals quicker.

This provides you the opportunity to work the right deals sooner, allowing for the conversion of leads into sales at a much higher rate for half the cost.



AVG. COST
HARD PULL = **\$5.00**

When dealerships choose to wait until the last step in the sales process (F&I office) to qualify a consumer for a new vehicle by running a hard pull, they are costing the dealer **MORE** money and impacting a consumer's credit file before they are even qualified.

Gain important visibility into your consumer's credit file right from the start, save your dealership time and money and sell more cars.

QuickQualify

Turn “just looking” into sold vehicles!

QuickQualify is a powerful call-to-action (CTA) for your dealership that only requires the consumer's name and address (no SSN or DoB) and provides dealers with a FICO score and a full credit report.

QuickQualify enables consumers to be prequalified at the top of the sales funnel, offering a unique insight into the credit profile of your customers earlier in the sales process. Get the right deal presented sooner and allow your dealership the conversion of leads into sales at a much higher rate.

How It Works

The consumer's experience can be summarized in two simple actions:

First, they click the prequalification call-to-action on your inventory page or vehicle listing, to be brought to a short form (name & address) to complete.

Second, when the consumer submits the form, the new lead is instantly available in your DMS/CRM via the QuickMobile App and/or via Text & Email.

✓ Get Pre-Approved NOW!

Personal Information

First Name* MI Last Name* Suffix

Residential Information

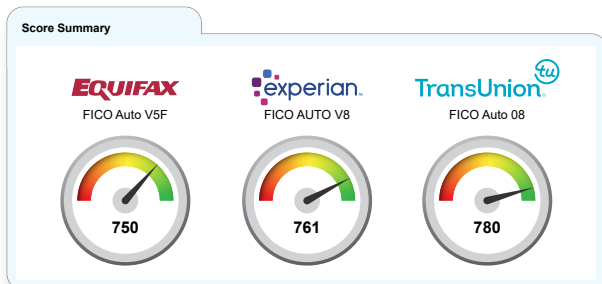
Address*

Zip* City* State*

Home Phone Cell Phone Number* E-mail Address*

* required fields

QuickMobile App Email/SMS CRM/DMS



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

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	Orig AMT	Int Rate	Monthly Pay	Mos Rep	30	60	90	Payment Pattern
TD BANK N.A.	Paid or paying as agreed	09/26/2015	7.02%	\$282	00	00	27	1111111111111111	
CITIZENSBANKNA	Paid or paying as agreed	10/08/2009	7.02%	\$301	00	00	48	1111111111111111	
PNC V LEASNG	Paid or paying as agreed	03/26/2006	7.02%	\$0	00	00	41	1X1111111111111111	

Score Summary

Score Card	Score	Code	Score Factor Description
FICO Risk V2	700	22	serious delinquency derogatory
National Risk Model	502	13	time since delinquency is too re
Bankruptcy	925	18	number of accounts with delinqu
		34	amount owed on delinquent acco
		19	average age of accounts
		01	delinquency on bank installment
		08	too few accounts now current
		K	presence of non-satisfactory rati
		C	ratio of bank revolving balances
		H	information
		B	presence of derogatory accounts
			recently active or lack of bank re
			presence of delinquent accounts

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

PRINT NOW

We support all three of the major credit bureaus:



What's in a result?

In seconds, your sales team is empowered with all the valuable data they need to discuss qualified payment options based on current lender rates, all on the first call. Understand the credit history of your internet leads before they even walk into the store and prioritize leads better based on their credit profile.

- Full Credit File
- FICO® Score
- Summary of Auto Trade Lines Including:

Current Monthly Payments

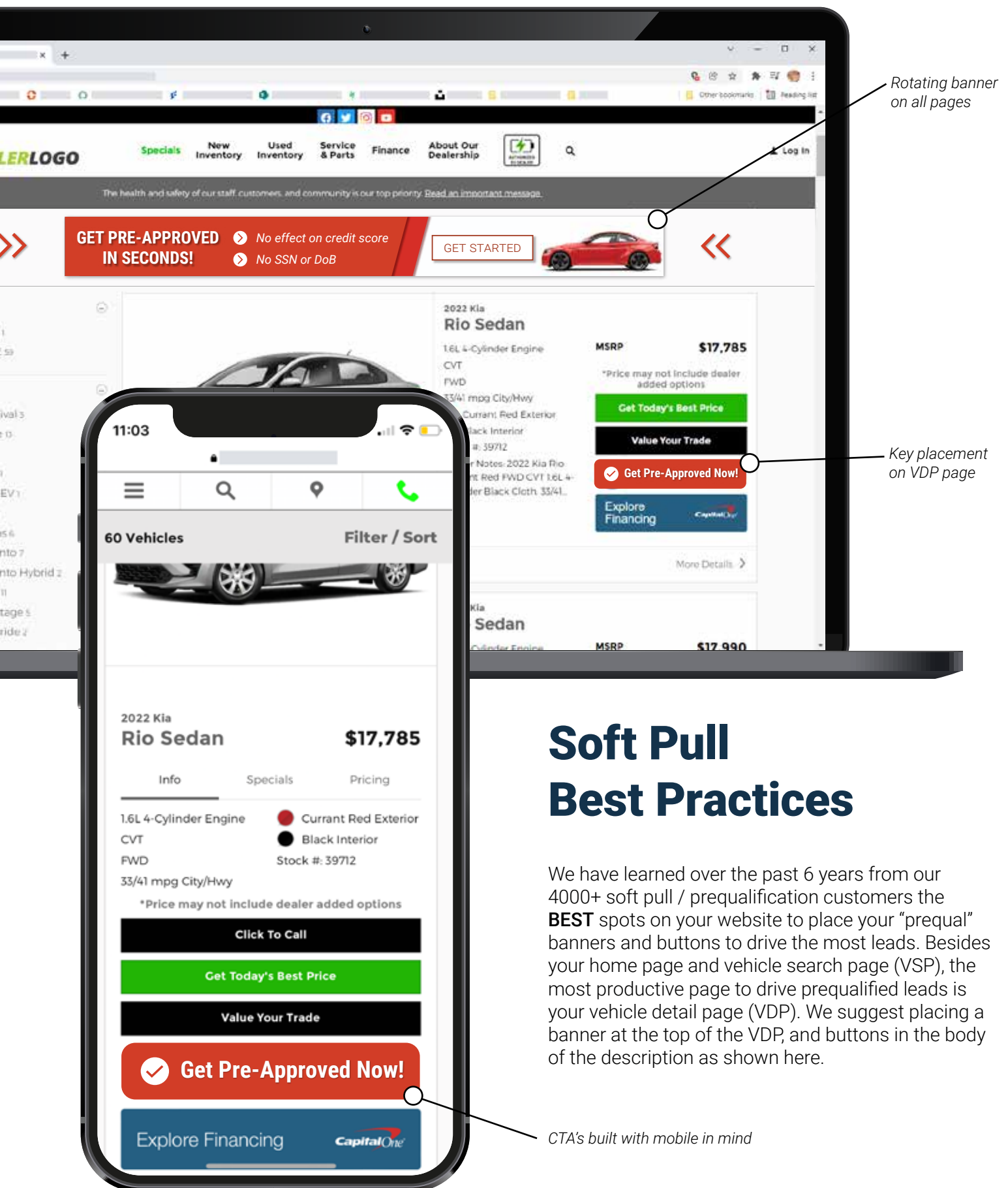
Current Auto Loan Interest Rates

Remaining Balance/Payoff

Months Remaining on Auto Loans



QuickQualify results are available on the QuickMobile App



Soft Pull Best Practices

We have learned over the past 6 years from our 4000+ soft pull / prequalification customers the **BEST** spots on your website to place your "prequal" banners and buttons to drive the most leads. Besides your home page and vehicle search page (VSP), the most productive page to drive prequalified leads is your vehicle detail page (VDP). We suggest placing a banner at the top of the VDP, and buttons in the body of the description as shown here.

GET PRE-APPROVED NOW >

✓ Get Pre-Approved Now!

GET PRE-APPROVED NOW >

✓ Get Pre-Approved Now!

Customize for Your Dealership

Dealers have the opportunity during the implementation process to select from a wide variety of stock banners and buttons (www.700credit.com/banners) or request customized banners with specific images and color schemes to match your website.

When speaking with your implementation specialist, simply request how you would like your buttons and banners to look, and we will take care of the rest!

Mobile & Desktop Analytics

Every dealer has access to real-time analytics to understand how their prequal assets are performing. Here is a sample of the data provided.

Dealer Name	CTA Clicks			Form Completions			
	Mobile	Web	Total	Mobile	Web	Total	% Complete
Dealership 1	1146 (49%)	1187 (51%)	2333	271 (58%)	200 (42%)	471	20
Dealership 2	1784 (82%)	392 (18%)	2176	442 (88%)	62 (12%)	504	23
Dealership 3	6209 (86%)	970 (14%)	7179	1653 (86%)	271 (14%)	1924	26

* Data provided represents 6 months of leads

Integrate anywhere in your workflow

Our prequalification solution is easily integrated into several types of consumer-facing platforms where customers can quickly be preapproved, without leaving the dealership workflow. From digital retailing to in-store applications, your dealership is covered in all aspects of the business.

Digital Retailing

Providing complete visibility to a consumer's FICO Score to ensure accurate payment quotes.



Dealership Website

To encourage consumers to get prequalified before walking into the store.



Email Marketing

Include a prequalification link in your email campaigns to drive engagement.



Live Chat

Allowing agents to push a link during a chat conversation to engage the customer.



In-Store Applications

Tablet and kiosk apps encourage consumer prequalification right from your sales floor.



WHAT OUR CUSTOMERS THINK

“

We have been working with 700Credit since 2012 and have yet to be disappointed. When it comes to staying compliant and pulling credit it is important to stay up to date and 700Credit helps us do just that. They are interfaced with our DMS and their website is easy to use. Pulling credit on potential customers is simple and with their document mailer system, staying compliant is a breeze. We highly recommend 700Credit and have no plans of changing providers.

”



Kristen O'Kelley

Finance Manager, Clarkston Auto Sales

BEYOND PREQUALIFICATION

700Credit is more than just prequalification - we provide credit, compliance, soft pull and identity verification solutions to over 20,000 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 · Driver's License Scan

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



TRUSTED BY 20,000+ 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.

www.700credit.com

700 Credit, LLC

31440 Northwestern Highway
Suite 250
Farmington Hills, MI 48334

Office: **(866) 273-3848**

sales@700credit.com