700Credit

CREDIT | COMPLIANCE | SOFT PULLS

fusionZONE
part of Bolt Digital Group

USER GUIDE

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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 20,000 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 Flag

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.

fusionZONE has integrated our soft pull, prequalification solution, QuickQualify into their FastLane lead platform. This guide will walk you through the consumer's experience getting prequalified and how dealers are able to view their lead information in the FastLane platform. If you have any questions, please feel free to reach out to our support desk at (866) 273-3848 or email us at: support@700Credit.com.

Introduction to QuickQualify

QuickQualify is a soft pull prequalification solution which places a soft inquiry on the consumer's 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 preapproved, dealers receive:

- 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!

Credit Report Option

With our QuickQualify platform, dealers have the option of either getting the soft pull prequalification 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 information purposes and **CANNOT** be used to fund the deal.


Above is an example of our HTML Credit Report. This image was split for display purposes but will normally provide dealers with a complete, single view.

support@700Credit.com

QuickMobile App (Dealer Mobile App)

Dealers are also able to receive immediate access to QuickScan lead information through the 700Credit **QuickMobile App**.

Specifically designed for dealers to manage their soft pull leads (*QuickQualify and QuickScan*) from a single, safe platform. It protects your consumer's information with a **secure login screen** and available at anytime on your own mobile or tablet device. .

- Receive **direct mobile notifications** when consumers complete the QuickQualify web form or QuickScan process.

- **Optimize interactions** with your consumers through one-click text response and mobile dialing.

- **Immediate access** to view all applicants and their credit score, credit file information, and QuickScan results.

- **Stay organized** by settting filters to view leads from only a specific period of time.

- **Text or email** the QuickQualify soft pull or QuickScan driver's license authentication forms **directly to the consumer**.
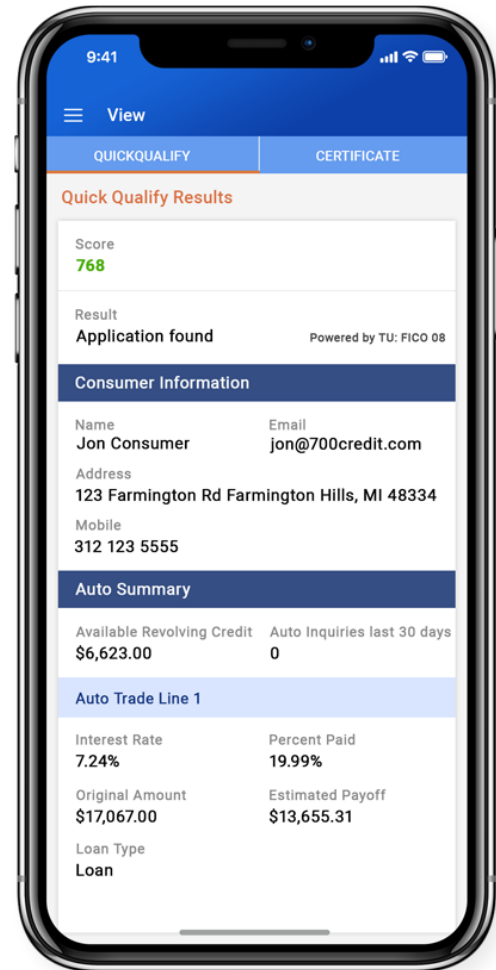
The **700Credit QuickMobile Dealer App** is offered at no charge and can be downloaded from the Apple and Android App Stores by searching for "**700Credit**" or by scanning the qr codes to the right.

Note: Installing the app does require your correct email address or cell phone be setup on your account to verify your user ID.

Contact our support team for assistance: **(866) 273-3848** or **support@700credit.com**.

support@700Credit.com

Consumer's Experience Getting Prequalified

Consumer Experience: *Vehicle Detail Page*

There are two places in a dealership's website that a consumer can access the prequalification form. The first option is through the VDP (vehicle detail page) while the second is a direct CTA link.

If choosing to prequalify through the VDP, consumers will begin the process by locating their desired vehicle, opening its VDP, and clicking on the "**Calculate Payments**" button.
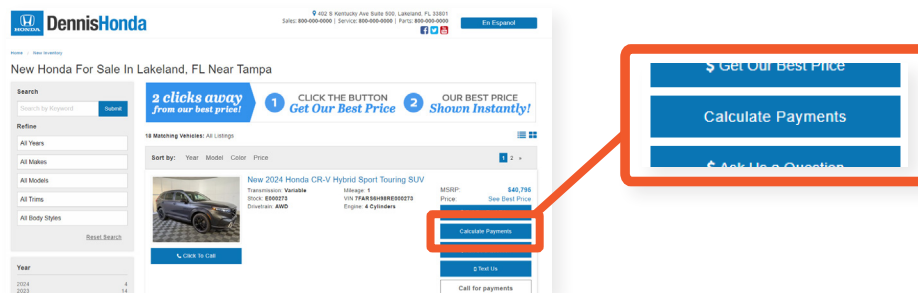
The consumer is then brought through the prequalification process, starting with providing basic personal information (*first/last name, email address, phone number, zip code*), and then including any trade-in vehicle information.

700Credit's prequalification solution is directly integrated into Step 3 of the process, "**Prequalification**". Fill out the required fields (*most fields should autofill due to provided information in Step 1*), check "**I agree**" to the terms and conditions, and then "**Submit**".

Consumer Experience: *Prequalification Button/Banner*

If choosing to prequalify through a direct CTA, locate a "**Get Prequalified**" banner or button placed around the dealership website. An example prequalification banner is shown below.
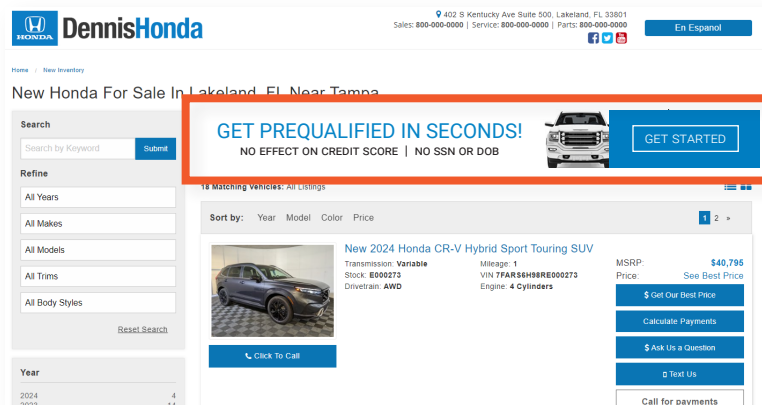
The consumer is then brought directly to Step 3 of the process, "**Pre-Qualification**", where 700Credit's prequalification software is integrated.

Fill out the required fields, check "**I agree**" to the terms and conditions, and then "**Submit**".

Viewing Leads in fusionZONE's FastLane Lead Platform

Dealers can easily access their lead data from the digital retailing/prequalification process by logging into their FastLane lead paltform and locating the "**Leads List**" page.

The dealer will be presented with a mass list of leads, locate the desired lead, and select the "**View Lead**" button, as shown to the right.

Once you select the "**View Lead**" button, you see the details behind the deal.

Click on "**Credit Score Report**" and you will see both the full credit report pulled and the summary QuickQualify results.

Introduction to 700Dealer.com

As a customer of 700Credit, you have access to your own personal credit portal at **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** or call: **(886) 273-3848**.

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.

By clicking on any name in the list, you can view their full credit report, red flag, and a link to their compliance dashboard. If a QuickQualify was run, you will see the QuickQualify results.

Compliance Dashboard

Our Compliance Dashboard closely monitors your efforts to ensure compliance processes are being followed. Issues of concern are highlighted in red for quick identification. We support both single and multi-roof views, ensuring you have your finger on the pulse of every compliance aspect in your business.

Items supported on the dashboard include:

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

Lead Summaries for:

- QuickQualify
- QuickApplication
- QuickScreen
- QuickScore
- QuickQualify Xpress

How You Benefit

- Ensure compliance processes are being followed
- Identify immediately when/where you are out of compliance
- Easily print audit reports
- Single and multi-point rooftop views

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

	#	%
Total Applicants with OOW Presented	42	100%
Applicants Passed	3	7%
Applicants Failed	0	0%
Authentication Abandoned	3	7%
Questions Unavailable	36	86%

OFAC Compliance

OFAC Status	#	%
Total Applicants With OFAC	**39**	
OFAC Alerts	0	0%
OFAC Unresolved View/Edit	0	
OFAC Resolved	0	

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 bar
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

To create a new user, it is easiest to find a similar user id, and select the "**Copy**" action, as highlighted in the previous step.

You can then fill in the new user information and make any changes in the setup necessary.

Viewing Invoices

Dealers can also view their monthly invoices online by selecting the "**Online Invoicing**" tab in the left-hand menu.

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.