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## Welcome to 700Credit

700Credit is the leading provider of credit reports, compliance solutions, soft pull products, identity theft and driver's license authentication platforms for automotive, RV, Powersports and Marine dealers in the US. Our product and service offerings include credit reports, prescreen and prequalification platforms, OFAC compliance, Red Flag solutions, 2022 Safeguards protection, Synthetic ID Fraud Detection, score disclosure, Risk-Based Pricing and Adverse Action notices, identity verification, and mobile and in-store driver's license authentication solutions. With over 22,000 direct dealer clients, and 200+ software partners, we look forward to becoming your trusted credit and compliance vendor.

### **Credit Report Solutions**

We are the largest authorized reseller of credit reports from all three leading national credit companies, **Experian, Equifax and TransUnion**. All 700Credit clients receive their— choice of report format (HTML, enhanced, TTY or Merged Format), score, and ancillary products.

### **Compliance Solutions**

We offer an array of products and services in a customized package for our dealerships, all of which work to automate your compliance practices and keep your dealership ready at all times for future audits. Our **Compliance Dashboard** is a complete monitoring solution, that is unique in the industry and helps you manage and stay on top of credit reporting and compliance from one single view. **Our compliance solutions include:** 

- Adverse Action Notices
- Red Flag ID
- Risk-Based Pricing Notices

**OFAC Search** 

- 0
- Privacy Notices Out of Wallet Questions

### **Soft Pulls**

The term "*soft pull*" refers to an action where a soft inquiry is made on a consumer's credit file using name and address only. Soft pull solutions **do not require a customer's SSN or DoB** and have **no impact on a customer's credit profile.** We have several soft pull solutions to choose from and help you engage consumers and speed the sales process, including:

### QuickQualify (prequalification)

QuickQualify is a powerful "call-to-action" for your dealership website. This application requires only the consumer's name and address (no SSN or DoB) and provides dealers with a FICO® score and full credit report. Generate **3 to 4 times the leads** over a typical lead form and empower your sales team with the data they need to discuss qualified payment options.

### QuickScreen (prescreen)

QuickScreen is a dealer-initiated soft pull solution that does not require a customer's SSN or DoB and does not impact their credit score. This solution can be integrated with many applications at your store, giving you visibility into your customer's credit profile before you work a deal, so you can work the right deal, right away.





### **Identity Verification & Fraud Detection**

We are here to protect your store through our all-encompassing Identity Verification and Fraud Detection platform which includes the following solutions:

### **Identity Verification**

Our platform is an automated solution that provides a summary table of results appended to each credit report. This vital service flags questionable information, focusing on high-risk applicants, social security numbers, driver's licenses and addresses. The 700Credit Identity Verification platform includes; OFAC Terrorist Search, ID Match, Synthetic Fraud, Military Lending Act (MLA), ID Verification, Red Flag, and Out of Wallet Questions (OOW).

### **Synthetic ID Fraud**

A solution that uses proprietary logic and unique combinations of available data, the high-risk fraud score looks at a consumer's credit behavior and credit relationships over time to uncover previously undetectable risks. Dealers are returned a risk score with score factors to help determine if a new customer application is likely associated with a synthetic identity.

### **Income & Employment Verification**

Combining the power of Experian's Verify<sup>™</sup> product with The Work Number® from Equifax® and gain a more accurate understanding of a customer's financial standing. Dealers can now reduce risk and expand their coverage, offering lending decisions to a broader spectrum of consumers.

### **Driver's License Authentication Solutions**

Protect your store with the industry's most advanced data capture and driver's license authentication solutions for automotive retailers today. We have **two platforms** for dealer's to authenticate customers – *both remotely and in-store*.

#### Mobile Scanner

Our document authentication platform, QuickScan, provides dealerships real-time confirmation of the legitimacy of a customer's driver's license and identity. This platform can be used in-store, as well as remotely when verifying the identities of online car buyers and leads. **Includes DMV validation and Deal Jacket integration.** 

#### In-Store

ID Drive provides dealers with the most comprehensive physical driver's license scanning solution for automotive dealers today. This platform combines our prescreen and prequalification platforms, as well as our suite of Identity Verification tools (*Red Flag and Synthetic Fraud detection*) to deliver fast, accurate results.

TheCRM has integrated our credit, compliance and soft pull, prescreen solution, QuickScreen, into their platform. This brief guide walks you through how to pull and view credit reports, as well as run a soft pull on a consumer from within TheCRM.

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.



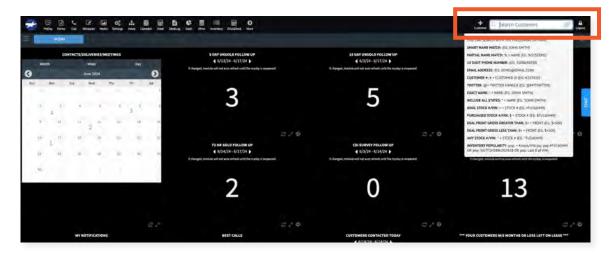


## 700Credit & TheCRM Integration

### **Pulling Credit in TheCRM**

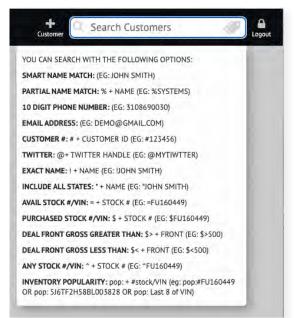
TheCRM platform makes it very clean and simple to pull a consumer's credit report in a few simple steps.

Beginning in the home dashboard, first search for the customer that you want to perform a credit check on in the top-right search bar, as circled below.



To the right is what the user will see when they begin typing in a customers name.

The Customer Search bar will show the available Customer Search Options (ie Name Match, Phone Number, Email, etc.).



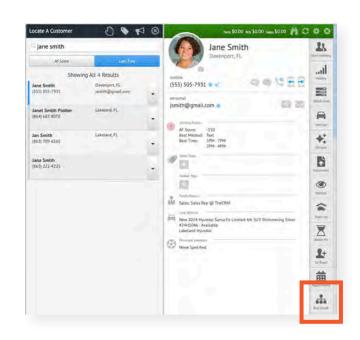




Once the exisiting customer has been located, or a new one has been created, the customer profile will appear on screen.

To run a credit report on the consumer, simply click the **"Run Credit"** button in the right-hand navigation panel.

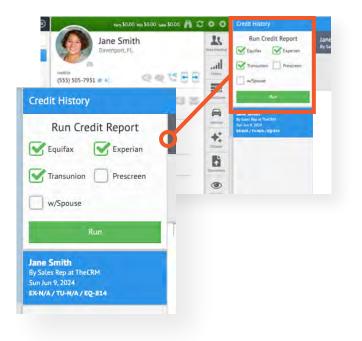
**Note:** The user needs permission and access to pull credit in CRMSuite, otherwise they will be unable to see the **"Run Credit"** button. In the case they don't have access, contact CRMSuite's support line and they will have the new user added.



After clicking the **"Run Credit**" button, a second panel will appear to the right of the customer's profile, allowing the user to choose which bureaus to use for the credit report (Equifax, Experian or TransUnion).

Once selected, click "Run".

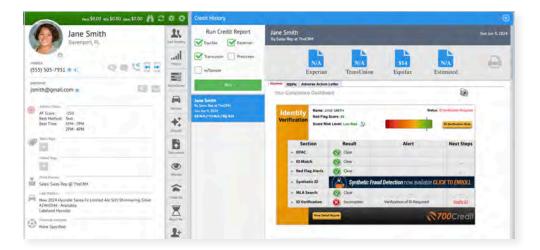
**Note:** If credit reports or prescreens have been run on this customer before, they will appear in the bottom-half of the second panel. In this case, no reports have been previously run on this customer.

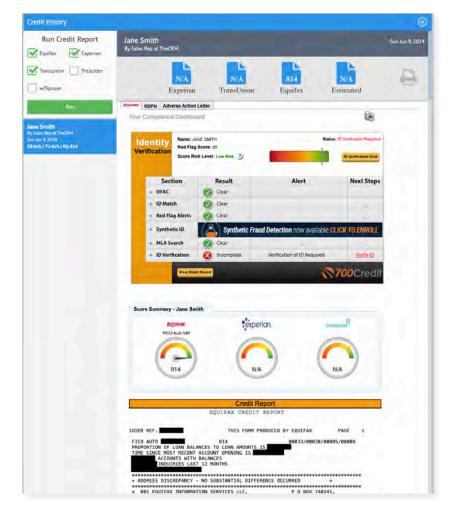






Once ran, the user will be provided with a full credit report on the consumer in an iframe, alongside access to their Adverse Action Letter, RBPN, and Compliance Dashboard.









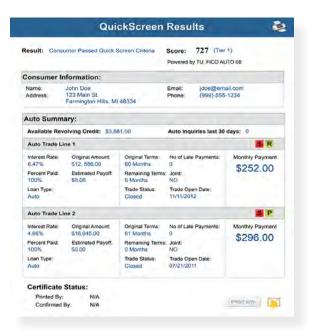
### Introduction to QuickScreen

Welcome to 700Credit's **QuickScreen** credit soft pull solution. QuickScreen is integrated with your platform so it is easy to access and easy to pull. Since it is a soft pull solution, you only need a consumer's name and address to pull their credit score and auto summary, with no adverse effect on their credit score.

QuickScreen gives you visibility into your customer's credit profile before you work a deal, so you can work the right deal, right away, saving time and preventing a potentially uncomfortable situation for your customer. QuickScreen can also help you provide the customer with a payment estimate based on the car they are interested in. In addition, knowing the customer's current car payment enables your team to have more meaningful budget conversation with the client, potentially shortening the sales process, getting you to the finish line faster.

#### QuickScreen returns the following data to the user:

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



#### QuickScreen can be used in several scenarios within your dealership:

- To qualify and prioritize inbound and internet leads
- To mine for opportunities within your CRM
- To prequalify in-store and service lane customers





## **Prescreen Results**

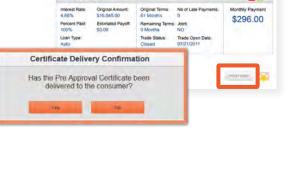
After clicking "Prescreen", there are four possible responses:

- Pass/Score Provided The applicant met the score cutoff selected by the dealer and the
  prescreen criteria of the bureau.
- Fail/No Score The applicant did not meet the cutoff score selected by the dealer.
- Decline The applicant did not meet 1 or more of the following: (The reason for the decline is not returned/identified for your review)
  - Credit score is below 500 automatic decline per credit bureau Minimum age of 21
  - No open bankruptcies
  - Minimum 1 satisfactory trade
  - 1 open credit trade line 36 months old or older
  - Applicant has opted out of prescreen credit offers
     (https://www.consumer.ftc.gov/articles/prescreened-credit-and-insurance-offers)
- No Hit The applicant could not be found.

### Prescreen Response: Pass

A new window will appear that displays the customer's credit score, credit tier, and any payoff information that is available on their credit history. You will be able to print a Pre-Selected Certificate by clicking on the "**Print Now**" button that is circled on the prescreen results image to the right.

The dealer/user must then click on "**Yes**" or "**No**" if the Pre-Approval Certificate has been delivered to the customer.



QuickScreen Results

123 Main St.

Original Am \$12, 886.0

olving Credit: \$3.881.00

Auto Summary:

Auto Trade Line 2

Score: 727 (Ter 1)

No of Late Pay

Trade Open Da

Powered by TU: FICO AUTO 08

jdoe@email.com (999)-555-1234

uiries last 30 days: 0

Monthly Paym

\$252.00

SP

2



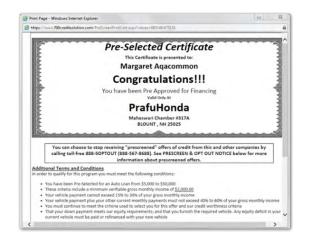


If for any reason, the dealer/user clicks "No", then 700Credit will automatically send this certificate to our Mail House and the certificate will be mailed to the applicant.

The dealer will be charged for this mailing.

**Please Note:** Any certificates printed within 700Dealer.com to the dealership's local printer will not be charged. The dealer can print to their local printer for free.





### Prescreen Response: Fail

If the Prescreen inquiry returns as a "Fail", the message will appear as:

In this case, no notice is required to be given to the consumer. In fact, the consumer doesn't have to know the process has taken place. Select "Continue" and the Applicant List is returned. The Applicant List will show all "Fail" returns as QS in RED, and the score/Tier will appear in parenthesis.







### Prescreen Response: Decline or No Hit

The other two possible return messages are "**Decline**" and "**No Hit**". A "**No Hit**" signifies that no data was found on that particular consumer and a "**Decline**" means that data was found, however, the consumer did not meet the minimum criteria set up in the Configuration Guide.

In either case, no score will be shown in parenthesis in the Application List.

Hit:	Certificate
	Customer was not found in database, please edit application and add additional information to search agai
Decline:	Certificate
	Applicant did not pass one or more of the pre-defined criteria in order to qualify.

Select "Continue" and the Applicant List is returned. The Applicant List will show all "**No Hit**" and "**Decline**" returns as **QS** in **GRAY** and a "D" will appear for a "**Decline**" and an "NH" will appear for "**No Hit**". The screenshot below is from our <u>700Dealer.com</u> platform, which every dealer has access to.

If you do not have your credentials to log in to this platform, please call our support desk immediately: **(866) 273-3848.** 

	Re Labo	Add "Get Prequalified" to Your Website & Start Seeing the Impact on Your Sales Today.	Protect your store with the inc	NEW PRODUCTS CENSE AUTHER active most adversed data a solutions for submotive mo	capture and driver a los	-2		
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### Firm Offer of Credit - Compliance Requirement

Because a prescreen (QuickScreen) is performed without consumer consent, dealers are required by law to send a "**Pre-Selected Certificate**" and must be delivered to all consumers who "**Pass**" the prescreen inquiry AND the dealer must be able to prove the offer was delivered. The dealer has three options for certificate delivery. They can:

- Print the certificate at their local printer in the dealership and drop in the mail to the consumer
- Email the certificate to the consumer
- 700Credit can print and mail the Certificate on your behalf for \$1.05/letter.

Because we are the compliance experts in this industry, our system automatically monitors all prescreens that are run, and if the dealership does NOT print or email the certificate within 15 days of running, our system will automatically generate and mail the certificate to your customer. Dealers will be charged \$1.05/letter if this event occurs.

To the right is an example of our certificate template which will be customized to your store - and your clients.

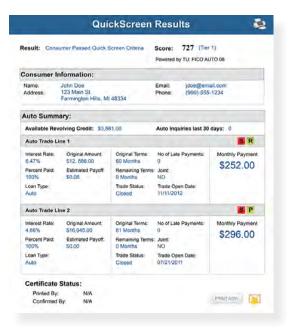


### **OpportunityAlerts!**

**OpportunityAlerts!** are graphic icons that alert the dealer to potential opportunities in the soft pull results based on the color of the alert: Green/Yellow/Red.

A proprietary algorithm reads data from the QuickScreen results and presents the appropriate alerts accordingly. Alerts are available for the following data points:

- Credit Score (S)
- Interest Rate (R)
- Inquiries (I)
- Loan Term (T)
- Monthly Payment (A)
- Paid Percentage (P)





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The **BENEFITS** of OpportunityAlerts! include:

- Quickly identifies opportunities that exist in the QuickScreen results
- Makes the QuickScreen product easier to read and easier to use
- Helps the dealer to focus on the data that will help them work and close the best deal
- Adds value and complexity to our product that make it more difficult to compete against

### **Set-Up Process**

To enable **OpportunityAlerts!**, navigate to the proper tab, as shown below, and check the "Enable QuickScreen Alerts" box (circled).

OpportunityAlerts! are triggered when the values returned from the QuickScreen hit the ranges that are defined in the "OpportunityAlerts!" tab in the Data Access menu in 700Dealer, as shown below. The values will be set at default ranges, however, once the dealer gets comfortable with alerts, they may want to customize the ranges to fit their specific store needs.

Below you will see the default values for Green, Yellow, and Red alerts. Dealers will need to fill out the box below, paying close attention to their score ranges and interests.

	Green	Yellow	Red	14	Score Range	Probable Interest Rate
Score Alert	€ >= 725	H >= 675	₹ <= 674	Interest Rate 1	Greater than 725	1.5 %
Interest Rate Alert	2 >= 2	II >= 1	□ >= 0.5	Interest Rate 2	Greater than 700	3.0 %
Inquery Alert	8 >= 1	II >= 0	() >= 0	Enterest Rate 3	Greater than 675	5.0 Ni
Term Alert	8 - 3	R <= 6	□ <= 8	Interest Rate 4	Greater than 650	7.0 %
Monthly Payment Alest	H >= \$ 600	III >= \$ 400	□ <= \$400	Interest Rate 5	Greater than 625	9.0 %
Paid Percentage Alert	8 20 90 94	R >= 85 %	II <= 60 %	Interest Rate 6	Below 625	12.0 %

200 CREDIT EXPERIAN TRANSUNION EQUIPAX QUICKSCREEN QUICKGUALIFY QUICKGUATCH WORKNUMBER OPPORTUNITY ALERT





## **Running a Prescreen in TheCRM**

The process for pulling prescreen reports in CRMSuite is the same as the steps taken by the user for pulling full credit reports.

Beginning in the home dashboard, first search for the customer that you want to perform a prescreen on in the top-right search bar, as circled below.



To the right is what the user will see when they begin typing in a customers name.

The Customer Search bar will show the available Customer Search Options (ie Name Match, Phone Number, Email, etc.).

Customer Search Customers	Logout
OU CAN SEARCH WITH THE FOLLOWING OPTIONS:	
MART NAME MATCH: (EG: JOHN SMITH)	
ARTIAL NAME MATCH: % + NAME (EG: %SYSTEMS)	
O DIGIT PHONE NUMBER: (EG: 3108690030)	
MAIL ADDRESS: (EG: DEMO@GMAIL.COM)	
USTOMER #: # + CUSTOMER ID (EG: #123456)	
WITTER: @+ TWITTER HANDLE (EG: @MYTIWTTER)	
XACT NAME: ! + NAME (EG: IJOHN SMITH)	
NCLUDE ALL STATES: * + NAME (EG: "JOHN SMITH)	
VAIL STOCK #/VIN: = + STOCK # (EG: =FU160449)	
PURCHASED STOCK #/VIN: \$ + STOCK # (EG: \$FU160449)	
PEAL FRONT GROSS GREATER THAN: \$> + FRONT (EG: \$>500)	
PEAL FRONT GROSS LESS THAN: \$< + FRONT (EG: \$<500)	
NY STOCK #/VIN: ^ + STOCK # (EG: ^FU160449)	
NVENTORY POPULARITY: pop: + #stock/VIN (eg: pop:#FU160449 )R pop: 5J6TF2H58BL003828 OR pop: Last 8 of VIN)	

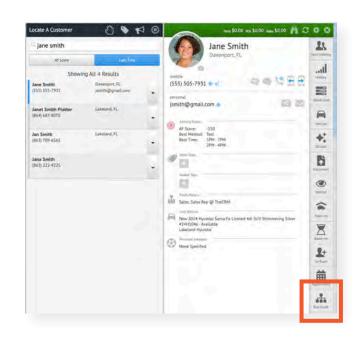




Once the exisiting customer has been located, or a new one has been created, the customer profile will appear on screen.

To run a credit report on the consumer, simply click the **"Run Credit"** button in the right-hand navigation panel.

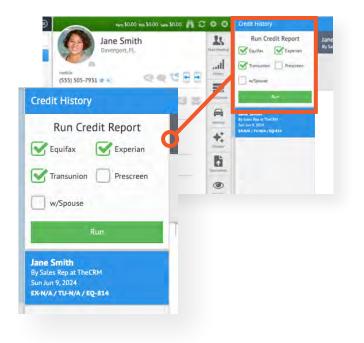
**Note:** The user needs permission and access to pull credit in CRMSuite, otherwise they will be unable to see the **"Run Credit"** button. In the case they don't have access, contact CRMSuite's support line and they will have the new user added.



After clicking the **"Run Credit**" button, a second panel will appear to the right of the customer's profile. Select the **"Prescreen"** checkbox.

Once selected, click "Run".

**Note:** If prescreens have been run on this customer before, they will appear in the bottom-half of the second panel. In this case, no reports have been previously run on this customer.

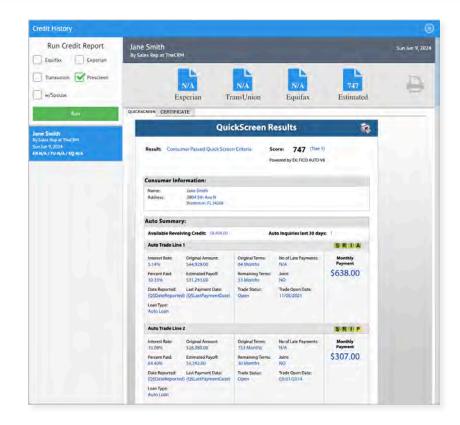






Once ran, the user will be provided with the customer's soft pull, prescreen results.

	0.0	Credit History		e
Jane Smith Davenport, FL	<b>21</b> San Marine	Run Credit Report	Jane Smith By Sales Rep at TreCRM	Sun Jun 9, 2024
moslin (555) 505-7931 * •: 😒 😋 🖤 🐸 🛃		Transunion Pressreen	N/A N/A N/A 747 Experian TransUnion Equifax Estimated	0
jsmith@gmail.com 🛊	(amitanee		QAOGORIA CERTIFICATE	
	8	Jane Smith- Its Sales Net at ThirCRH	QuickScreen Results 🍂	
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### Introduction to 700Dealer.com

All 700Credit dealers have exclusive access to their own personal credit portal hosted at <u>700Dealer.com</u>. The unique platform provides dealers a single tool to seamlessly navigate and monitor credit data from all of their solutions; including, credit reports, compliance and soft pull solutions, ID verification and driver's license authentication platforms.

You should have received your username and password in a welcome email from our team. If you did not receive this email, or have misplaced it, please contact our support department at: support@700credit.com | (886) 273-3848.



### **Viewing Your Leads**

After logging into your <u>700Dealer.com</u> portal, locate/select the "Applicant List" menu item in the left-hand navigation panel where you will be presented with a mass list of all applicants in the platform. Select "Date Range" to filter the list and view different timeframes.

By clicking on any name in the list, you can view their soft pull, prescreen (QuickScreen) results, full credit report, red flag, and a link to their compliance dashboard.

700Cr	edit			The second second		Credit Report
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				Balanas	jes,	EV     EVALUATE AND ADDRESS     EVALUATE AND ADDRESS     EVALUATE AT AN ADDRESS OF ADDRESS AND ADDRESS AT ANY ADDRESS AT ADDRES





## **Managing Users**

Dealers with the appropriate authorization can add, edit and/or delete customers and their credit/lead information with the following simple process:

- 1. Log in to your **700Dealer.com** platform using your provided credentials.
- 2. Click on the "Users" link in the left-hand navigation Administration panel.
- 3. If editing a user's credentials, click the "Edit" link attached to the user's "Action" column.
- 4. To delete a user, click the "Delete" link.
- 5. If creating a new user, click on the "Copy" link.

Administration								Search		Go
Account Profile		✓ Hide Inactive								
Online Invoicing		UserID	Name	UserLevel	UserType	Status	Dealer	city	State	Action
Site security		cartercountydcjcudi	CU DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
Dealers		cartercountydcjdc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
Users		cartercountydcpg	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
User Levels		cartercountyhyucudi	CU DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
Data Access		cartercountyhyudc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
Letters		ochyundaidcpq	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
Credit Engine Monitor	8.	fchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
UseriD Lookup		keystonechevycudl	CU DL Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
a far far a start a		keystonechevydrc	Drive Centric Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
<ul> <li>Subcode Lookup</li> </ul>		keystonegbg	Gubagoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
Popup DAS Detail		1				12				

If you need to alter the information of an applicant's pre-existing profile, select "Edit" attached to the user's listing. From theinformation profile, dealers can make the desired changes.

Once complete, save the profile before exiting out.

User Informati	on				
UserId:* mikewest	Password.*	RetypePassword:			Password Rules:
First Narrie : *	Middle Name :	Last Narise ! *			Pessword must be at least 10 characters long. Pessword must contain an uppercase character.
Michael		West			Password must contain an uppercase character. Password must contain a lowercase character.
Address :					Password must contain a numinic character.
123 Main Street					Password and Retype Password must match.
7ip : •	CZY : *	State :*		Phone :	Password shouldn't match with last 13 password
48521	Tyyek	ME	×		
Email Address : * m.west@abcdealer.	.com En	all Password			
User SetUp Inf	ormation				
User Type : *	User Level :				
Web User	Y Dealer Adm	vin 👻 Au	toGenerate La	itter is on	
Read Only					
Dealer :				Select Defaul	Denker :
		ABC Dealer		<ul> <li>ABC Dealer</li> </ul>	~
Disable User					
Disable User From IP No IP Ranges found	To IP	AddAcoths	eloBange		
From IP No IP Ranges found			rloBange		
From IP No IP Ranges found	1		aloBange		
From IP No IP Ranges found Restrict Days of Force Password Show in QuickAy	f week and time of day acc change on next Login pp Dropdown		xloBange		
From IP No IP Ranges found Restrict Days of Force Password Show in QuickAy	f week and time of day acc change on next Login pp Dropdown		vloBange		
From IP No IP Ranges found	f week and time of day acc change on next Login pp Dropdown	035	rloBange		Answer 1: Mark
From IP No IP Ranges found Restrict Days of Force Password Show in QuickAy Security Questio	d week and time of day acc change on next Login pp Dropdown ins	035	alaBange		Answer 1: Mark Answer 2: Alaska





## **Creating a New User**

Administration							Search			Go
Account Profile	✓ Hide Inactive									
Online Invoicing	UserID	Name	UserLevel	UserType	Status	Dealer	City	State	Action	
Site security	cartercountydcjcudi	CU DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Del	e Copy
Dealers	cartercountydcjdc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Del	e Copy
Usera	cartercountydcpg	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Del	e   Copy
User Levels	cartercountyhyucudi	CU DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Del	e Copy
Data Access	cartercountyhyudc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Del	e   Copy
Letters	ochyundaidcpq	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Del	COPY
Credit Engine Monitor	fchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	0K	Edit   Del	e Copy
UserID Lookup	keystonechevycudl	CU DL Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Del	e   Copy
	keystonechevydrc	Drive Centric Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Del	e Copy
Subcode Lookup	keystonegbg	Gubagoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Del	e Copy
Popup DAS Detail					12					

To create a new user, it is easiest to find a similar user ID from the "Users" mass list, and select the "Copy" action, as highlighted above.

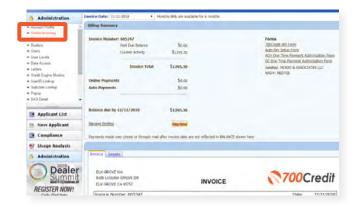
You can then fill in the new user's information into the user profile, as well as make any necessary changes.

- User Informati	ion					
User18.*	Password:*	RetypePassword:*		Password R	ules:	
First Name : *	Hiddle Name :	Last Name : *			et be at least 10 characters long. et contain en upplecase character.	
Address :					nt coritain a invercent character.	
123 Main Street					et contain a numeric character.	
Zip : *	City : *	State (*	Phone :		d Retype Pasaword must match. suldn't match with last 13 password	
48521	Tyyek	MI	V V	Pensword Srs	suspire manch which later 1.3 parameters	
Email Address : *				_		
Lines rear .		mail Password				
- User SetUp Inf	ormation					
User Type : *	User Level	28 L				
Web User	V Dealer Ad		ate Letter is on			
Read Only						
Dealer :				suit Dealer :		
Desirer :		ABC Dealer	ABC Deal		~	
		Proc. Dealer	Per, Deal		*	
	*		7			
Disable User						
C Disable User						
From IP	To IP					
No IP Ranges foun		AddAnotherloRano	ie .			
Bestikt Days of	week and time of day a	COMMA				
	change on next Login					
Show in QuickA						
Security Questi						
Question 1:	favorite room in	my loase	14	Aronet 1:	Masic	-
Question 2:	state born in			Arower 2:	Alexica	-
Question 3:	pet			Arrant 3:	Robe	
Salation in	and a second sec			Contraction of the		

### **Viewing Invoices**

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

Locate and select the desired invoice to open its details and view the billing summary.







## Introduction to Compliance Solutions with 700Credit

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. In addition to this complete, packaged Compliance Dashboard, we offer Identity Verification and Synthetic ID protection solutions.

### **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
- QuickScan

### **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 I	Letter Progra	imi Mont	tor
			%
Total Applicants		43	
Letters Mailed		34	79%
Letters Queued to be Mailed	Vew/Eat.	4	.9%
Letters Printed Locally		0	0%
Applicants with No Letter Delivered	VewEak	5	12%
Adverse Letters Delivered		38	88%
	renî kar <del>an</del> kasar	Sec.	Request Setup Changer
Risk Based Pricing	Notice Prog	iram Mo	
Total Applicants		43	96
Notices Mailed		35	81%
Notices Mared Notices Queued to be Mailed	VewEdit	35	14%
Notices Emailed	AMAGENE	-	0%
Notices Emailed Notices Printed Locally		0	0%
and the second			
Applicants with No Notice Deliversid	VWWTEAK	2	5%
RBPN Notices Delivered	Scheduled	41	95% Request Setup Changes
	Summing the set		request best orange
	Program Mor		
Red Flag Alert Status		38	%
Total Applicants With Red Flag			
Red Flag Clear & Cautions		9	24%
Red Flag Alerts	100.00	29	76%
Alerts Unresolved	VewEdit	22	
Alerts Resolved		2	
Consumer Alerts			Work of Units solved
Fraud Victim and Security Alertia	New 1	1	
Active Duty Alerts		0	
D Verifications			
Complete		8	% 0%
Incomplète	Westler,		100%
incomplete		42	We's an incompletation
Second States and states		-	
Out of Wallet Autho	ntication Pro		onitor
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		
DFAC Status			~
		39	
Total Applicants With OFAC			
Total Applicants With OFAC		0	079
Total Applicants With OFAC OFAC Alerts OFAC Unresolved			0%





## **Compliance for Credit Reports**

#### What must dealers have in place today:

- Red Flag, which includes OFAC on every applicant, and remediate all alerts.
- Properly provide Adverse Action and Risk Based Pricing notices to consumers.
- Must abide by the regulations, and be able to **PROVE** they abide through monthly audits.

700Credit provides our dealers a comprehensive platform that keeps your business in compliance with every transaction. **Our Compliance Dashboard includes:** 

- Red Flag
- Risk Based Pricing Notices
- Adverse Action Notices
- OFAC
- Privacy Notices
- Out of Wallet Questions
- Audit Reports

## **Red Flag Regulation**

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.

#### What must dealers have in place today:

- Red Flag which includes OFAC on every Applicant, and remediate all alerts
- Properly provide Adverse Action and Risk Based Pricing notices to consumers
- Must abide by the regulations, and be able to PROVE they abide through monthly audits.
- Dealers are required by law to have a WRITTEN Identity Theft Protection POLICY (ITPP) (700Credit has a template available for you)
  - This policy must have a training component, a monitoring component, a reporting component and an audit component
- Dealers must have a Compliance Officer identified for your store





## **Red Flag: Key Components**

- OFAC Database Search
- Address Verification against a Public Record Database
- Fraud Database Check
  - Database contains known fraudulent addresses (Prisons, mail drops, fraudulent activity in the past, etc.)
  - Master Death File
  - Social Security Number Validation
- ID Verification Component
- Military Lending Act
- Synthetic ID Fraud

fication Red Fla	rEST TEST g Score: 99 tisk Level: Medium Ris		Wallet Required
Section	Result	Alert	Next Steps
▹ OFAC	Clear		
> ID Match		Subject not found Last Name: Not Found Address: Not Found SSN: Not Found	Out of Wallet Questions
▶ Red Flag Alerts Alert		Zip Code vs City; ZIP Code not issued Zip Code vs State: ZIP Code not issued Issuance Year Status: Not Issued Yet Phone Code vs Sinte: Not available Phone Code vs Zip Code: Not available ZIP code has not been issue SSN likely not issued prior to June 2011	<u>Out of</u> <u>Wallet</u> <u>Questions</u>
➤ Synthetic ID	-	-	-
➤ MLA Search	Clear		
▹ ID Verification	X Incomplete	Verification of ID Required	Verify ID
View Deta	il Report	~70	0Credit

## **Out of Wallet (OOW) 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.

- Available: OOW questions are available instantly and available for every applicant processed through our 700Dealer platform or through our affiliate partner's platform.
- Added Security: Multiple choice questions that would be hard for an identity thief to answer.
- Instant Verification: 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.

runtier of Questions: \$	
Aundry is an users, no process live to JATESZAL Music	creation on the best the best of a street to street a because.
TENDE	
/ RECILIND	
RMDO.Pf	
P MICOLEBORIZ	
I NONE OF THE ABOVE COLES NOT APPLY	
which are of the hardways and some own was have? If there is no	a a machine of most care, where taken 1920A OF THE WOVE,
PKEHS	
# BOOT BARN	
CLEEN FISHER	
DEWLTT TRAVE, MART	
ACME OF THE ABOVE/DOES NOT APPLY	
E THE ANOING DOEL NOT APPLY,	ere reasoning for denses to preserve of two have not had a realizing parameter way in the part, plane which fight
2 \$758 - \$945	
W 9952 - \$23.49	
D \$1150 + \$1340	
0 45150 + 815H9 0 HOME OF THE ABOUT/DOES ADD AVECY	
I was than 4 min 4 year or on the year of the data beam.	
0 1945	
0 1948	
0 1951	
1954	
I NONE OF THE ABOVE/COES ADD ARRY	
Allow solid the courty to the biblins we provod.	
() ESSEN	
HMMPSHIRE	
NERPOX.	
MEDULESEX	
IN NOVE OF THE ABOVE, DOES NOT APPLY	





## **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.



- Compliance is automated for this regulation
- Generated instantly with every credit report pulled
- Dealers can print or email from within the view credit report window
- Any consumer that the notice was not printed or emailed to, will be mailed their notice by the 700Credit mailhouse. Ensures people who never make it to the Finance office will receive a copy.
- Included in the Compliance Dashboard report to monitor activity
- RBPN Audit report available that shows every consumer who's credit file was access and how and when each consumer received their notice.

#### **RBPN: Recommended Best Practices**

- Consider a process where the RBPN is presented to the consumer during signing ceremony and have the consumer sign a copy and place in Deal Jacket.
- Add to your monthly audit check list that you utilize when auditing deal jackets.
- Consider delegating personnel to review notices that have not been delivered and emailing them to the consumer.
- Utilize the dashboard to monitor for printing and emailing of the RBPN, minimizing costs from RBPN's being mailed to the customer.
- The RBPN audit report can be run to show every customer a credit report was run on and how their RBPN was delivered.





## **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.

- Generated instantly with every report
- Stored on 700Dealer.com system
- Included in Compliance Dashboard report
- Print or email to the consumer
- Mailhouse supported

NewView RBPN Adverse Action	Letter		
	NOTICE OF ADVE	RSE ACTION	
08/11/2015			~
Jeffery Lazard 1020 Brickyard Trir #7 Seaford, DE 19973			
Dear Juffery Lazard,			
were either denied credit or offered	credit at lower terms than what you ap	XML Test Account. This letter is being sent to you b plied for based on your recent credit inquiry for a vehi istory or score. If you purchased a car, the terms of y	icle. This notice
the consumer reporting agency that contained in the report, the agency or available for your purchase. You has consumer reporting agency. You als you receive this notice. If you find th	provided a report to us, however, while fid not play a part in the decision and i ve a right under the Fair Credit Report o have the right to a free copy of your at any information contained in the rep	If the negotiations. If we did, the box checked below it the decision may be based in whole or in part on th sunable to supply reactors why a lender may noth- ng Act to know the information contained in your cre- report from the agency. If you request it no later than or ty our cerkive is inscrutate or incomplete, you have may be reached by using the contact information be	e information ve been dit file at the 160 days after a the right to
For instance, we obtained your cred	it score from the consumer reporting a	gency(les) checked below and used it in making our	credit decision
Equitax	Experian	✓TransUnion	
P.O. Bax 740241 Atlanta. GA 30374	P.O. Box 2104 Allen: TX 75013	2 BaidWin Place, PO Box 1000 Chester, PA 19022	Y

#### **Adverse Action: Recommended Best Practices**

- Review 700Credit's automation methods for minimizing manual efforts
  - · Scorecard cutoffs, so top credit tier consumers never receive a notice
  - Automate the mailing of the notices for those consumers not mailed or emailed notices
- Add to your monthly audit check list that you utilize when auditing Dead deal jackets.
- Consider delegating personnel to review consumers who did not purchase a car for notices that have not been delivered and emailing them to the consumer.
- Utilize the dashboard to monitor for printing and emailing of the Adverse Action, minimizing costs from Adverse Action Notice's being mailed to the customer.
- The Adverse Action audit report can be run to show every customer a credit report was run on and how their Adverse Action was delivered.





## **OFAC Search**

OFAC is a department within the U.S. Treasury, the Office of Foreign Assets Control (OFAC), and is responsible for administering and enforcing economic sanctions against suspected terrorists, drug dealers and money launderers.

Specifically, OFAC is a database which identifies Specially Designated Nationals (SDN) – those individuals or businesses linked with illegal activities – with whom an entity, including dealerships, are prohibited from doing business. This includes cash deals.

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.

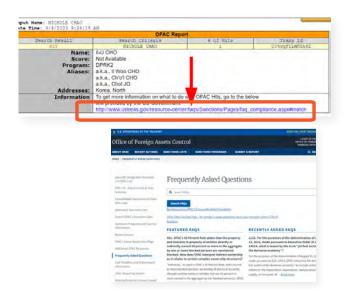
A "**next steps**" link will appear with insturctions on how to resolve the issue, as shown to the right.



### **OFAC Instructions**

When you click on the link highlighted to the right, in the OFAC report, returns the following U.S. Department of the Treasury page.

Question #5 on this page is the attached US Treasury Department OFAC Instructions document. The US Treasury document has more details than our 700Credit document.



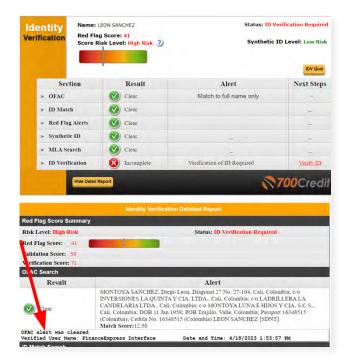




### **OFAC Cleared**

After you clear an OFAC hit, the system will capture who cleared the ofac, date and time.

The override reasons will also be captured.



### **OFAC Search: Recommended Best Practices**

- OFAC Should be pulled on every person you sell a car to. It is included in 700Credit's Identity Verification product.
- You need to ensure you are running OFAC on cash deals
- If an OFAC hit occurs, click on the details link and evaluate the result details
- Look for DOB and compare to the DOB of your applicant. Look at the names listed and see if a match. If it is not your applicant, select the override OFAC button and record your reasons for overriding
- If it looks like it is your applicant follow the link to the government web site to report your hit.
- Ensure your finance office is reviewing the results of the ID Verification product which contains the OFAC search
- Consider placing a copy of the ID Verification Summary in the deal jacket to ensure finance office is reviewing and remediating results and add to your monthly audit check list that you utilize when auditing deal jackets.
- Utilize the dashboard to monitor for OFAC hits so that you can proactively investigate hits before end of month audit.
- The OFAC audit report can be run to ensure all OFACS were resolved





## **Viewing Audit Reports**

To access your audit reports, first log into your <u>700Dealer.com</u> platform.

Locate the "**Compliance**" menu item in the left-side navigation panel.

Using the scroll bar, scroll down to the "Detail Report" you would like to see:

- 1. Out of Wallet Detail Report
- 2. Adverse Action Letter Detail
- 3. RPBN Detail
- 4. OFAC Detail









Click on the report you would like to view.

### **RED FLAG REPORT:**

Dealer Name	No of Applicants	Counts	Percentage	Resolved	Created date	User Name	Resolution Method	Description	85N
and the second	276								
E Red Flag Alerts		341	51%	15					
Mad				Alert	9/1/2023 1:00:46 PM				102.10
Alex				Aiert	9/1/2023 1 03:34 PM				103-10
Terc				Clear	9/1/2023 4/25:53 PM		OOW		202-02
Mg.				Alert	9/1/2023 6 01:39 PM				100-10
Robi				Aiert	9/1/2023 6 14 25 PM				103-10
Cg				Aird	9/1/2023 6 20 54 PM				X07-03
11 1 1 of 1 2									
ealer Name	No of Applicants	Counts	Percentage	Resolved	Created date	User Name	Resolution Method	Description	SSN
-	276								
Red Flag Alerts		141	51%	11					
I OFAC Alerts		2	196	0					

### **IDENTITY VERIFICATION REPORT:**

10 1 1	of 2 ? 🕨	91 -a			
Date	Time	Dealer Name	Applicant Name	User Name	Status
09/01/2023	11.54.04		AL		Incomplete
09/01/2023	12 58 28		Ma		Incomplete
09/01/2023	13 00 46		Ma		Incomplete
09/01/2023	13 03 34		Ale		Incomplete
09/01/2023	14:13:11		Bru		Verified
09/01/2023	15 19 38		Kur		Incomplete

### **OUT OF WALLET REPORT:**

Dealer Name	No of Applicants	Counts	Percentage Created date User Nam
and the second	14		
∃ Applicants Passed		12	86%
Authentication Abandoned		2	14%
E Applicants with Five Questions Presented		12	86%



29



#### **RISK-BASED PRICING NOTICE REPORT:**

Dealer Name	App Dete	Name	No of Applicants	No of notices Delivered	Print Local	Mail House	EMAL	Outrued Date	Credit Score
		Token	286	286	167	6	6	112	
	09/01/2023	Ale:			05/01/2023				1770660/TU-03E0XPN(640
	0001/2025	Ace			09/01/2023				EFX(864)/TLI(0XPN()
	00/01/2023	Res .			09012023				(FXI542)(TU/864.00PM/837
	09/01/2023	One						0917/2003	EEX(481)
	0901/2023	Og						00117(2023	EFROMOTUNAS2 (XPN) 503
	00/01/2023	De			09/01/2003				EFX08247TUI0450XPN/640

### **ADVERSE ACTION REPORT:**

Dealer Name	App Date	Name	No of Applicants	No of Letters Delivered	Print Local	Mail House	Queued Date	Credit Score
		Totals	286	286	0	0	286	
	D9/01/2023	Ale					09/17/2023	EFX(669)TU(638)XPN(649
	09/01/2023	Anit					09/17/2023	EFX(864)TU()XPN()
	09/01/2023	Bre					09/17/2023	EFX(842)TU(864)XPN(837
	09/01/2023	Chi					09/17/2023	EFX(481)
	09/01/2023	Cig					09/17/2023	EFX(549)TU(492)XPN(502
	09/01/2023	Dav					09/17/2023	EFX(624)TU(645)XPN(640

#### **OFAC REPORT:**

$\  4 \  4 \ $ of 1 $\  b \  \  \phi$								
Dealer Name	No of Applicants	Counts	Percentage	Resolved	Created date	User Name	Verified User	
	298							
OFAC Alerts		2	1%	0				
⊞ OFAC Clear		296	99%	0				

You should have been sent your <u>700Dealer.com</u> login credentials in one of our welcome emails to you. If you cannot locate your credentials or have any other questions about the integration, please reach out to our 24/7 support team at: (866) 273-3848 (*Option 4*) or <u>support@700Credit.com</u>.

