



**USER GUIDE**  
**FEBRUARY 2024**

**CarNow**

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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 230+ 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**
- **Risk-Based Pricing Notices**
- **OFAC Search**
- **Red Flag ID**
- **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™ 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.

**CarNow has integrated our soft pull, prequalification solution, QuickQualify, into their platform. This brief guide will walk you through the consumer's prequalification experience in CarNow, and how you can view lead credit data in the 700Dealer 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](mailto: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!

QuickQualify Results

Result: Applicant Found

Score: 618

Powered by EX: FICO AUTO V8

Consumer Information:

Name: Jane 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: 17.52785%	Original Amount: \$17,079.00	Original Terms: 73 Months	No of Late Payments: N/A	Monthly Payment: \$382.00
Percent Paid: 81.12%	Estimated Payoff: \$3,224.00	Remaining Terms: 6 Months	Joint: NO	
Loan Type: Auto		Trade Status: Open	Trade Open Date: 11/19/2015	

Auto Trade Line 2

Interest Rate: 4.66%	Original Amount: \$16,045.00	Original Terms: 61 Months	No of Late Payments: 0	Monthly Payment: \$296.00
Percent Paid: 100%	Estimated Payoff: \$0.00	Remaining Terms: 0 Months	Joint: NO	
Loan Type: Auto		Trade Status: Closed	Trade Open Date: 07/21/2011	

Certificate Status:

Printed By: N/A

Confirmed By: N/A

PRINT NOW

## 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.

Score Summary

Credit Report

JANE ARDEN

DOB: 11/01/1950

2 MAPLE CT

WESTPORT, MA, 02780

SSN: 000-00-1234

PREVIOUS ADDRESSES:

Name	City	State
5 SILVER RIDG	WINDHAM	ME
11 HIGH DAM RD	WINDHAM	MA

EMPLOYMENT:

EMPLOYER X

700Credit Auto Summary

Total Bal	Month Pay	Total Auto	Open Auto	30	60	90
\$20,480	\$252	3	1	0	0	0

Trade	Account Name	Status	Orig Open	Orig Amt	Cur Bal	Monthly Pay	Miss Rep	Payment Pattern
TO BANK N.A.	01684001	Open	06/26/2015	\$10,000	\$282	27	111111111111	111111111111
0172088078	07421569	Open	10/08/2008	\$5	\$301	48	111111111111	111111111111
PNC V LEASING	07050001	Open	03/25/2005	\$0	\$1,025	00	111111111111	111111111111

Score Summary

Score Card	Score	Code	Score Factor Description
FICO Risk V2	750	22	serious delinquency, derogatory public record or collection filed
National Risk Model	502	34	time since delinquency to last report or unknown
Barclingsky	925	K	number of accounts with delinquency
			amount owed on delinquent accounts
			average age of accounts
			delinquency on bank installment loans
			too few accounts now current
			presence of non-satisfactory ratings on accounts or lack of open accounts
			ratio of bank revolving balances to credit limits or lack of bank revolving account
			presence of derogatory accounts
			recently active or lack of bank, retail or finance accounts
			presence of delinquent accounts

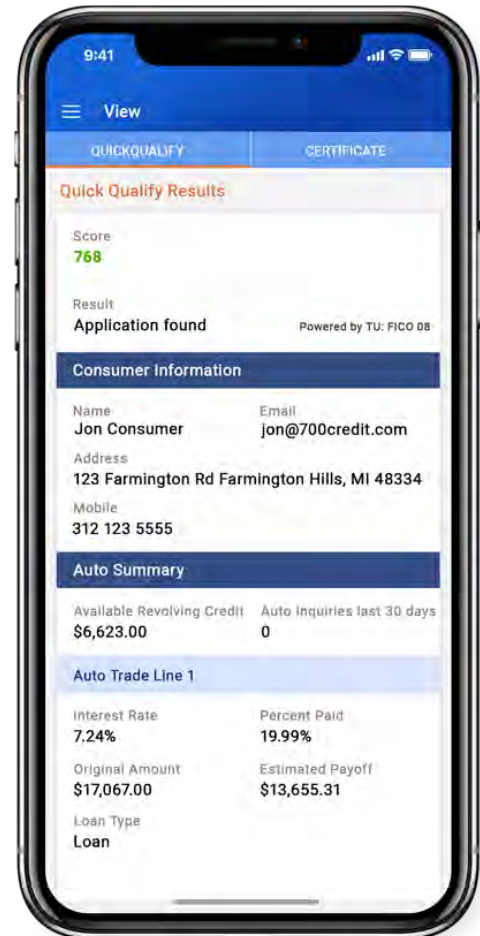
Above is an example of our HTML Credit Report. This image was split for display purposes but will normally provide dealers with a complete, single view.

## 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 setting 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](mailto:support@700credit.com).

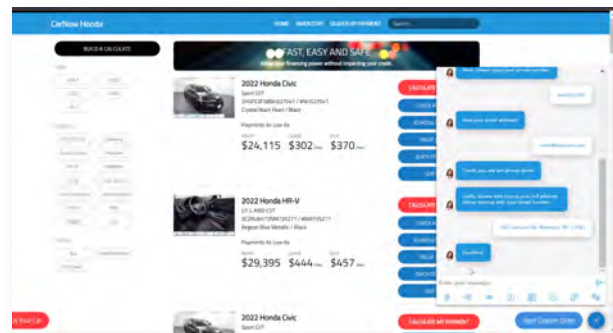


## Consumer Experience

There are two places in which a CarNow user can get prequalified on a dealer website: (1) within the chat platform, and (2) within the digital retailing process. These next 2 sections will individually cover the consumer's experience in getting prequalified through both processes.

### Consumer Experience: Chat Platform

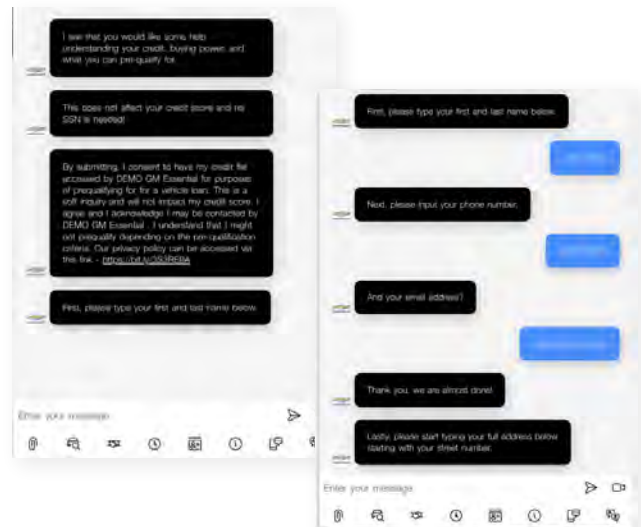
In the chat interface, the consumer is greeted with an automated chat workflow that takes them through an experience to see their score.



Prior to providing the necessary information, the consumer will see a disclaimer with a link to the appropriate privacy policy for the dealership.

The consumer will then be asked to provide first and last name, phone number, email address, and home address.

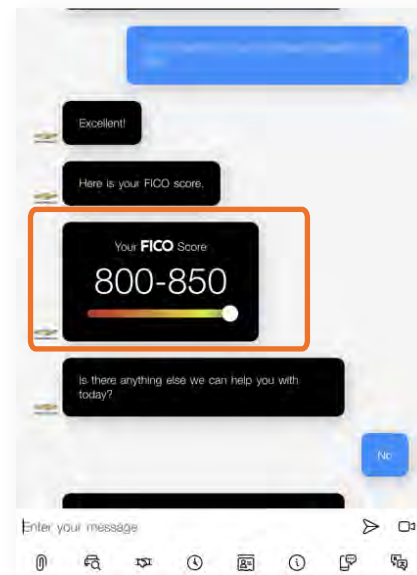
**Note:** This process carries to the digital retail experience, if the dealer is subscribed.





After completing the short process, the score returned to the consumer will show a fixed range.

Consumers will fall into a traditional score range for "Excellent, Very Good, Good, Fair, Needs Work".

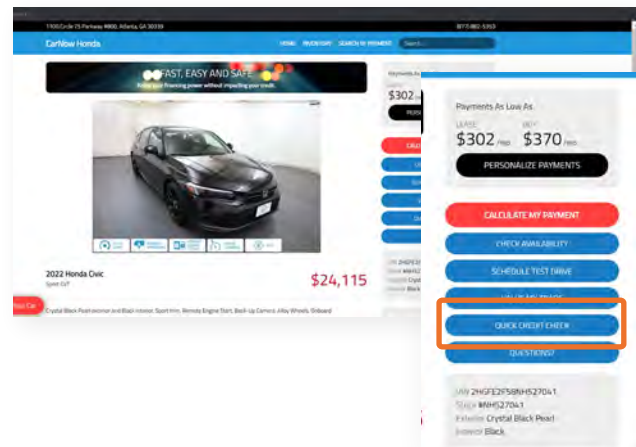


## Consumer Experience: Digital Retailing

When the customer is going through the CarNow digital retail process on a dealer's website, they can leverage the QuickQualify product as a component of the process.

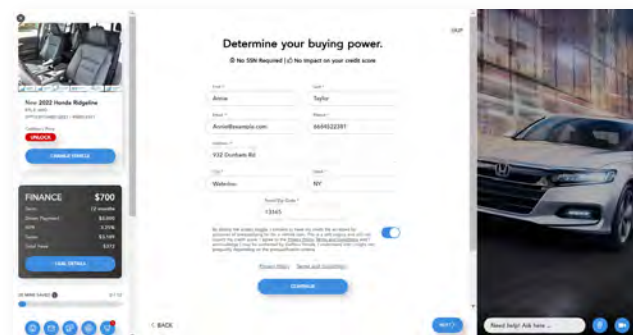
Upon locating the desired vehicle to be prequalified for, and opening the vehicle's detail page, the consumer will locate the **"Quick Credit Check"** button.

**Note:** This button's label is customizable by the dealership, however 700Credit recognizes **"Get Prequalified"** as a best practice and urges dealers to use that verbiage.

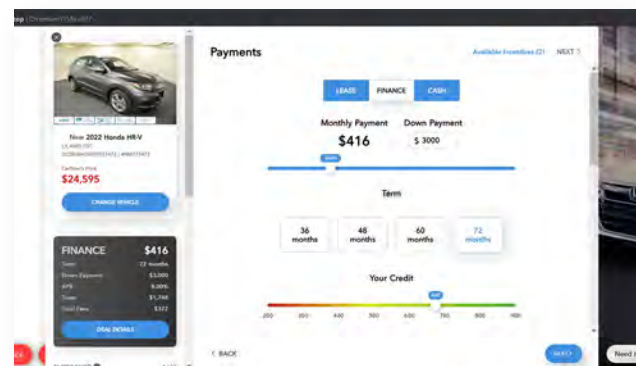


The prequalification form will appear for the user. They are instructed to complete the form by providing first and last name, phone number, email, and home address.

Once completed, they will click the acceptance toggle, and finally **"Continue"**.



The customer will then land on the payments step in the digital retail process with their score falling into one of the tiered buckets, and pre-setting a rate/payment.



## CarNow Dealer Portal

When a consumer submits the prequalification form through either of the experiences (chat platform vs. digital retailing process), appropriately permissioned dealer users can see results of that prequalification.

## Viewing Your Prequalification Leads

After logging into the CarNow backend portal, select **"Active Leads"** in the side-bar menu options, and the user will be presented with a list of on-going deals currently in the system. Begin by locating a deal and opening its profile/details page.

Name	Vehicle of Interest	Status	Deal Type	Development	Last Update
JOEL DIAMOND (CarNow Retail)	2022 Honda HR-V LX Stock # 16014712	Finance	BuyNow New Car Dealer Broker	09/26/2022 10:13 am	
LJP Ford (CarNow Retail)	2022 Honda Ridgeline RTL-E Stock # 1601134	Finance	BuyNow New Car Dealer Broker	09/26/2022 10:21 am	
JOHN BOB (CarNow Retail)	2022 BMW X5 xDrive40i Stock # 10284	Finance	BuyNow New Car Dealer Broker	09/25/2022 14:32 pm	
Brian Spiller (CarNow Retail)	2022 Honda Civic EX Stock # 10284	Finance	BuyNow New Car Dealer Broker	09/25/2022 10:50 am	
Jason Parker (CarNow Retail)	2022 BMW X5 xDrive40i Stock # 10284	Finance	BuyNow New Car Dealer Broker	09/23/2022 10:20 am	
Berly (CarNow Retail)	2022 Chevrolet Malibu 4dr Stock # 10284	Finance	BuyNow New Car Dealer Broker	09/23/2022 10:11 am	
Rich Delatorre (CarNow Retail)	2022 Subaru Outback Premium Stock # 10284	Finance	BuyNow New Car Dealer Broker	09/23/2022 10:10 pm	
Anne Allet (CarNow Retail)	2022 Honda Civic Sport Stock # 10284	Finance	BuyNow New Car Dealer Broker	09/23/2022 10:17 pm	
Chris Campbell (CarNow Retail)	2022 Honda Odyssey Sport Stock # 10284	Finance	BuyNow New Car Dealer Broker	09/23/2022 10:10 am	
Chris Campbell (CarNow Retail)	2022 Honda Odyssey Sport Stock # 10284	Finance	New Car Sales Dealer Broker	09/23/2022 10:10 am	

At the top of the deal's profile page, locate and select the **"Credit"** tile, as shown below.

Deals 00:01	Appts 00:00	Trades 00:02	Credit 00:56	Docs 00:00	F&I 00:00	Forms 00:00	Accs 00:00
<b>Deal</b> Finance \$734.70/mo x 72mo @ 4.9% APR with \$3,000 down N/A Honda Financial Services	<b>Appointments</b> Not Added	<b>Trades</b> Not Added	<b>Credit</b> Soft Pull Tier 3 646 09/22/2022 15:54 PM				

From the credit profile, users are able to see what tier the consumer was placed into, as well as their credit score.

To view the credit report, select “**View Report**”, as circled to the right.

The user will then be presented the 700Credit generated credit report.



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

Experian

Date: 11/21/2018 11:48:17 AM

CHRIS A CAMPBELL  
INDUSTRIAL RD  
WINDSE, IN 4672

**PREVIOUS ADDRESSES**

Name	City	State	Zip	Date Reported
PO BOX 274	WELDER	IN	46772	11/05
1030 WHITEHALL LN	INDIAN VALLEY	IN	46312	05/05

**EMPLOYMENT**

Employer	Occupation	Date Hired	End Date	Date Rpt
Current: N SYRACUSE CICERO SCHOOL		02/18/2010	02/18/2010	02/10
Previous: N SYRACUSE		02/18/2010	02/18/2010	02/10

**Special Messages**

SSN Verified 0003 SSN NOT PROVIDED

## Introduction to 700Dealer.com

All 700Credit dealers have exclusive access to their own personal credit portal hosted at [700Dealer.com](https://700Dealer.com). 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](mailto:support@700credit.com) | (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 soft pull prequalification was run, you will see those results.

**QuickQuality Results**

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

**Consumer Information:**

Name: Jane Doe Email: jane@email.com  
Address: 123 Main St, Farmington Hills, MI 48334 Phone: (999) 555-1234

**Auto Summary:**

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

**Auto Trade Line 1**

Interest Rate	Original Amount	Original Term	No of Late Payments	Monthly Payment
17.52765%	\$17,079.00	72 Months	N/A	\$382.00
Percent Paid: 81.12%	Estimated Payoff: \$3,224.00	Remaining Term: 6 Months	NO	
Loan Type: Auto	Trade Status: Open	Trade Open Date: 11/19/2019		

**Auto Trade Line 2**

Interest Rate	Original Amount	Original Term	No of Late Payments	Monthly Payment
4.96%	\$16,045.00	61 Months	0	\$296.00
Percent Paid: 100%	Estimated Payoff: \$0.00	Remaining Term: 0 Months	NO	
Loan Type: Auto	Trade Status: Closed	Trade Open Date: 07/21/2011		

**Certificate Status:**

Printed By: N/A  
Confirmed By: N/A

**Credit Report**

DOB: 11/01/1990 Date: 01/02/2020  
SSN: 999-99-1234 In File: 04/06/20  
Reported: 03/14/20  
Subscribed: FICO  
Sub Code: C00012998

City: WILMINGTON State: MA ZIP: 01827  
County: WINDHAM MA 01827

**Score Factor Description:**

1. Credit history is the most important factor in determining creditworthiness. It includes the number of late payments, the number of accounts in collections, and the number of accounts in default. A score of 618 is considered a good score, indicating that the applicant is a low-risk borrower.



## 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 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.

UserID	Name	User level	User type	Status	Dealer	City	State	Action
cartercountydjgoull	CU DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
cartercountydjdc	Blend Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
cartercountydcpq	Blend Solutions PQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
cartercountyyhucull	CU DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
cartercountyyhucd	Blend Solutions Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
cchyundaicpq	Blend Solutions PQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
lchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
keystonechevyuall	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
keystonecbg	Gubagoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy

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
cartercountydjgoull	CU DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
cartercountydjdc	Blend Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
cartercountydcpq	Blend Solutions PQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
cartercountyyhucull	CU DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
cartercountyyhucd	Blend Solutions Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
cchyundaicpq	Blend Solutions PQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
lchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
keystonechevyuall	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
keystonecbg	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, 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.

The image shows two sections of a user management interface. The top section, 'User Information', contains fields for Username, Password, Retype Password, First Name, Middle Name, Last Name, Address, Zip, City, State, and Phone. A 'Create User' button is at the bottom right. A 'Password Rules' box on the right lists requirements: at least 10 characters long, must contain an uppercase character, a lowercase character, a numeric character, and must not match the last 5 characters. The bottom section, 'User Setup Information', includes fields for User Type (Web User, Dealer Admin), User Level, Dealer, and Select Default Dealer. It also has checkboxes for 'Disable User', 'Restrict Days of week and time of day access', 'Force Password change on next login', and 'Show in QuickApp Dropdown'. A 'Security Questions' section has three questions with corresponding answers.

## Viewing Invoices

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

The image shows the 'Administration' section of the 700Credit portal. The 'Online Invoicing' tab is highlighted in the left-hand menu. The main area displays a 'Billing Summary' for Invoice Number 405347, dated 11-11-2018. The summary shows a Prepaid Balance of \$0.00, Current Activity of \$1295.30, and an Invoice Total of \$1295.30. It also shows Online Payments of \$0.00 and Auto Payments of \$0.00. The balance due by 12/11/2018 is \$1295.30. The interface includes a 'Payments Loading' status and a note about payments made over phone or through mail. The bottom of the page features the 700Credit logo, the word 'INVOICE', and the address: ELK GROVE, CA 95757.

## 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 Letter Program Monitor		
	#	%
Total Applicants	43	
Letters Mailed	34	79%
Letters Queued to be Mailed	4	9%
Letters Printed Locally	0	0%
Applicants with No Letter Delivered	5	12%
Adverse Letters Delivered/Scheduled	38	88%
<a href="#">Current Adverse Action Setup</a> <a href="#">Request Setup Changes</a>		

Risk Based Pricing Notice Program Monitor		
	#	%
Total Applicants	43	
Notices Mailed	35	81%
Notices Queued to be Mailed	6	14%
Notices Emailed	0	0%
Notices Printed Locally	0	0%
Applicants with No Notice Delivered	2	5%
RBP Notices Delivered/Scheduled	41	95%
<a href="#">Current RBP Notice Setup</a> <a href="#">Request Setup Changes</a>		

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	27	
Alerts Resolved	2	
<a href="#">View On Unresolved</a>		
Consumer Alerts		
Fraud Victim and Security Alerts	1	
Active Duty Alerts	0	
ID Verifications		
	#	%
Complete	0	0%
Incomplete	42	100%
<a href="#">View on Incomplete</a>		

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	0	
OFAC Resolved	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

**Identity Verification**

Name: TEST TEST      Status: Out of Wallet Required

Red Flag Score: 99      Score Risk Level: Medium Risk      Out of Wallet Questions

Section	Result	Alert	Next Steps
> OFAC	✓ Clear		
> ID Match	! Alert	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 State: Not available Phone Code vs Zip Code: Not available ZIP code has not been issue SSN likely not issued prior to June 2011	Out of Wallet Questions
> Synthetic ID	–	–	–
> MLA Search	✓ Clear		
> ID Verification	✗ Incomplete	Verification of ID Required	Verify ID

View Detail Report      700Credit

## 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.

**Out of Wallet Questions**

Number of Questions: 5

1. According to our records, you previously lived at 12345 Main St. Which of the following is closest to your current address?

☐ 12345 Main St.  
☐ 12345 Main St.  
☐ 12345 Main St.  
☐ 12345 Main St.  
☐ None of the above does not apply

2. Which of the following is closest to your current address?

☐ 12345 Main St.  
☐ 12345 Main St.  
☐ 12345 Main St.  
☐ 12345 Main St.  
☐ None of the above does not apply

3. How many times have you moved in the last 12 months?

☐ 0-1  
☐ 2-3  
☐ 4-5  
☐ 6-7  
☐ None of the above does not apply

4. How many times have you moved in the last 12 months?

☐ 0-1  
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☐ 6-7  
☐ None of the above does not apply

5. How many times have you moved in the last 12 months?

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☐ 6-7  
☐ None of the above does not apply

6. How many times have you moved in the last 12 months?

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☐ 6-7  
☐ None of the above does not apply

7. How many times have you moved in the last 12 months?

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☐ 6-7  
☐ None of the above does not apply

8. How many times have you moved in the last 12 months?

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☐ 6-7  
☐ None of the above does not apply

9. How many times have you moved in the last 12 months?

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☐ 6-7  
☐ None of the above does not apply

10. How many times have you moved in the last 12 months?

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☐ None of the above does not apply

11. How many times have you moved in the last 12 months?

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☐ None of the above does not apply

12. How many times have you moved in the last 12 months?

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☐ None of the above does not apply

13. How many times have you moved in the last 12 months?

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☐ None of the above does not apply

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☐ 6-7  
☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

18. How many times have you moved in the last 12 months?

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☐ None of the above does not apply

19. How many times have you moved in the last 12 months?

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

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☐ None of the above does not apply

100. How many times have you moved in the last 12 months?

☐ 0-1  
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☐ 6-7  
☐ None 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

08/11/2015

Jeffrey Lazard  
1020 Brickyard Trl #7  
Seaford, DE 19973

Dear Jeffrey Lazard:

Thank you for your recent interest in purchasing or leasing a vehicle at 700 XML Test Account. This letter is being sent to you because you were either denied credit or offered credit at lower terms than what you applied for based on your recent credit inquiry for a vehicle. This notice is being provided only to you and does not in any way impact your credit history or score. If you purchased a car, the terms of your agreement have not changed.

We likely obtained information from a consumer reporting agency as part of the negotiations. If we did, the box checked below would indicate the consumer reporting agency that provided a report to us, however, while the decision may be based in whole or in part on the information contained in the report, the agency did not play a part in the decision and is unable to supply reasons why a lender may not have been available for your purchase. You have a right under the Fair Credit Reporting Act to know the information contained in your credit file at the consumer reporting agency. You also have the right to a free copy of your report from the agency, if you request it no later than 60 days after you receive this notice. If you find that any information contained in the report you receive is inaccurate or incomplete, you have the right to dispute the matter with the reporting agency. The credit reporting agencies may be reached by using the contact information below.

For instance, we obtained your credit score from the consumer reporting agency(ies) checked below and used it in making our credit decision.

<input type="checkbox"/> Equifax P.O. Box 743241 Atlanta, GA 30374	<input type="checkbox"/> Experian P.O. Box 2104 Allen, TX 75013	<input checked="" type="checkbox"/> TransUnion 2 Baldwin Place, PO Box 1000 Chester, PA 19022
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## 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 instructions on how to resolve the issue, as shown to the right.

**Identity Verification**

Name: DAVID W CAMPBELL  
Red Flag Score: 46  
Score Risk Level: High Risk  
Status: OFAC Resolution Required  
Synthetic ID Level: Low Risk

Clear OFAC Alert

Section	Result	Alert
OFAC	Alert	Match to full name only
ID Match	Clear	
Red Flag Alerts	Clear	
Synthetic ID	Clear	
MLA Search		
ID Verification	Incomplete	Verification of ID Required

Hide Detail Report

**Identity Verification Detailed Report**

Red Flag Score Summary  
Risk Level: High Risk  
Red Flag Score: 46  
Validation Score: 53  
Verification Score: 67  
Status: OFAC Resolution Required

**OFAC Search**

Result	Alert
Alert	CAMPBELL, David (a.k.a. CAMPBELL LICONA, David Eliar; a.k.a. PEREZ PAZ, Jorge Eduardo; a.k.a. YELJO DAN; a.k.a. DON DAVILA, Nicolas; DOB 10 Mar 1967; alt. DOB 20 Oct 1967; alt. DOB 02 Jan 1964; POB San Pedro Sula, Honduras; nationality Honduras; Numero de Identidad 0501-1967-02094 (Honduras); Gender Male; (Linked To: MS-13) DAVID W CAMPBELL [TCO] Match Score: 12.50

**Next Steps**  
OFAC Instructions

## 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.

Input Name: MICHAEL CHAO  
Site Time: 9/4/2023 9:36:19 AM

**OFAC Report**

SEARCH RESULT	SEARCH CRITERIA	# OF Hits	TRAIL ID
0/17	MICHAEL CHAO	1	C770F14NDTAR

**Name:** ILU CHO  
**Score:** Not Available  
**Program:** DPRK2  
**Aliases:** a.k.a., Il Woo CHO  
a.k.a., Ch'ol CHO  
a.k.a., Ch'ol JO  
**Addresses:** Korea, North

**Information:** To get more information on what to do with OFAC Hits, go to the below link provided by the US Government:  
[http://www.ustreas.gov/resource-center/facts/Sanctions/Pages/fact\\_compliance.aspx#match](http://www.ustreas.gov/resource-center/facts/Sanctions/Pages/fact_compliance.aspx#match)

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.

U.S. Department of the Treasury  
Office of Foreign Assets Control

ABOUT OFAC | RECENT ACTIONS | SANCTIONS LISTS | SANCTIONS PROGRAMS | SUBMIT A REPORT | CONTACT

Identify Designated Nationals (SDNs) and other entities and individuals who are prohibited from doing business with the United States.

**Frequently Asked Questions**

Search for:

**FEATURED FAQs**

FAQ: OFAC's 50 Percent Rule states that the property and interests in property of entities directly or indirectly owned 50 percent or more in the aggregate by one or more blocked parties are considered blocked. How does OFAC interpret indirect ownership as it relates to entities complex ownership structure?

**RECENTLY ADDED FAQs**

FAQ: For the purposes of the determination of a SDN, what is meant by the term "entity"? For the purposes of the determination of a SDN, what is meant by the term "entity"? For the purposes of the determination of a SDN, what is meant by the term "entity"?

## 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.

**Identity Verification**

Name: LEON SANCHEZ  
 Red Flag Score: 41  
 Score Risk Level: High Risk  
 Status: ID Verification Required  
 Synthetic ID Level: Low Risk

Section	Result	Alert	Next Steps
OFAC	Clear	Match to full name only	-
ID Match	Clear	-	-
Red Flag Alerts	Clear	-	-
Synthetic ID	Clear	-	-
MLA Search	Clear	-	-
ID Verification	Incomplete	Verification of ID Required	Verify ID

**Identity Verification Detailed Report**

**Red Flag Score Summary**

Risk Level: High Risk  
 Red Flag Score: 41  
 Validation Score: 59  
 Verification Score: 71  
 Status: ID Verification Required

**OFAC Search**

Result	Alert
Clear	<p>MONTOYA SANCHEZ, Diego Leon, Diagonal 27 No. 27-104, Cali, Colombia; c/o INVERSIONES LA QUINTA Y CIA. LTDA., Cali, Colombia; c/o LADRILLERA LA CANDELARIA LTDA., Cali, Colombia; c/o MONTOYA LUNA E HIJOS Y CIA. S.C.S., Cali, Colombia; DOB 11 Jan 1958; POB Trujillo, Vaile, Colombia; Passport 16348515 (Colombia); Cedula No. 16348515 (Colombia) LEON SANCHEZ [SDNT]</p> <p>Match Score: 12.50</p> <p>OFAC alert was cleared</p> <p>Verified User Name: FinanceExpress Interface Date and Time: 4/18/2023 1:53:57 PM</p>

## OFAC Search: Recommended Best Practices

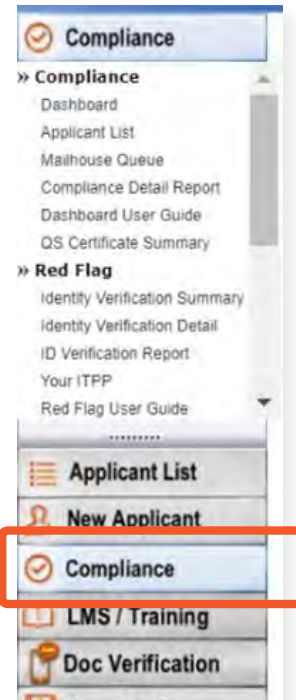
- OFAC Should be pulled on every person you sell a car to. It is included in 700Credit's Identity Verification product.
- You need to ensure you are running OFAC on cash deals
- If an OFAC hit occurs, click on the details link and evaluate the result details
- Look for DOB and compare to the DOB of your 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 [700Dealer.com](https://700Dealer.com) platform.

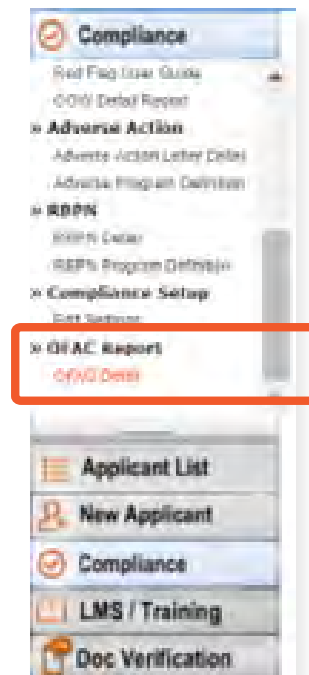
Locate the “**Compliance**” menu item in the left-side navigation panel.



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. RPN Detail
4. OFAC Detail

Click on the report you would like to view.  
Examples of each report are provided on the next page.



## RED FLAG REPORT:

Dealer Name	No of Applicants	Counts	Percentage	Resolved	Created date	User Name	Resolution Method	Description	SSN
	276								
<input checked="" type="checkbox"/> Red Flag Alerts		141	51%	11					
Mad				Alert	9/1/2023 1:00:46 PM				XXX-XX
Alex				Alert	9/1/2023 1:03:34 PM				XXX-XX
Timc				Clear	9/1/2023 4:25:53 PM		OCW		XXX-XX
Migu				Alert	9/1/2023 6:01:39 PM				XXX-XX
Robi				Alert	9/1/2023 8:14:25 PM				XXX-XX

Dealer Name	No of Applicants	Counts	Percentage	Resolved	Created date	User Name	Resolution Method	Description	SSN
	276								
<input checked="" type="checkbox"/> Red Flag Alerts		141	51%	11					
<input checked="" type="checkbox"/> OFAC Alerts		2	1%	0					

## IDENTITY VERIFICATION REPORT:

Date	Time	Dealer Name	Applicant Name	User Name	Status
09/01/2023	11:54:04		JAN		Incomplete
09/01/2023	12:56:28		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 Name
	14				
<input checked="" type="checkbox"/> Applicants Passed		12	86%		
<input checked="" type="checkbox"/> Authentication Abandoned		2	14%		
<input checked="" type="checkbox"/> Applicants with Five Questions Presented		12	86%		



**RISK-BASED PRICING NOTICE REPORT:**

Dealer Name	App Date	Name	No of Applicants	No of notices Delivered	Print Local	Mail House	EMAIL	Queued Date	Credit Score
		Totals	288	288	167	0	0	119	
	09/01/2023	Ale			09/01/2023				EFX(669)TU(638)XPN(649)
	09/01/2023	Anr			09/01/2023				EFX(864)TU(XPN)
	09/01/2023	Bre			09/01/2023				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	Flw			09/01/2023				EFX(624)TU(645)XPN(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	
	09/01/2023	Ale					09/17/2023	EFX(669)TU(638)XPN(649)
	09/01/2023	Anr					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	Flw					09/17/2023	EFX(624)TU(645)XPN(640)

**OFAC REPORT:**

Dealer Name	No of Applicants	Counts	Percentage	Resolved	Created date	User Name	Verified User
	298						
<input checked="" type="checkbox"/> OFAC Alerts		2	1%	0			
<input checked="" type="checkbox"/> OFAC Clear		296	99%	0			

You should have been sent your [700Dealer.com](https://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).