



# **TABLE OF CONTENTS**

Welcome to 700Credit	3
Credit Report Solutions	3
Compliance Solutions	3
Soft Pulls	3
QuickQualify (prequalification)	3
QuickScreen (prescreen)	3
Identity Verification & Fraud Detection	4
Identity Verification	4
Synthetic ID Fraud	4
Income & Employment Verification	4
Driver's License Authentication Solutions	4
Mobile Scanner	4
In-Store	4
Consumer Experience Getting Prequalified	5
Viewing Prequalification Results in Automatic	7
Introduction to QuickQualify	9
Credit Report Option	9
QuickMobile App (Dealer Mobile App)	10
Introduction to 700Dealer.com	11
Viewing Your Leads	11
Compliance Dashboard	12
How You Benefit	12
Managing Users	13
Creating a New User	13
Viewing Invoices	14



## **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<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.

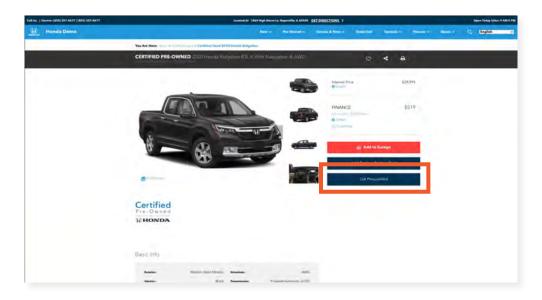
Automatic by Cars Commerce has integrated our soft pull prequalification solution into their platform. This guide will walk you through the consumer's experience getting prequalified, and how dealers can view the prequalification results in the Automatic platform. If you have any questions, please feel free to reach out to our support desk at: (866) 273-3848 or email us at: <a href="mailto:support@700Credit.com">support@700Credit.com</a>.



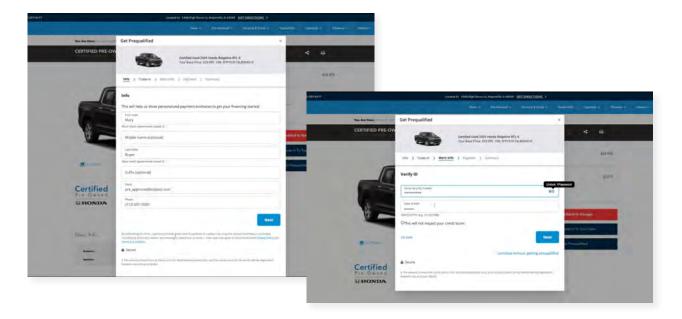


## **Consumer Experience Getting Prequalified**

Starting in the digital retailing platform, a consumer will locate the desired vehicle and open its VDP. Select the 'Get Prequalified' button.



The consumer is presented a 5-step prequalification form, including information such as personal/contact, trade-in, and employment information. The consumer is also required to provide their SSN, however it will not have an effect on their credit if they are only prequalifying (step 3).

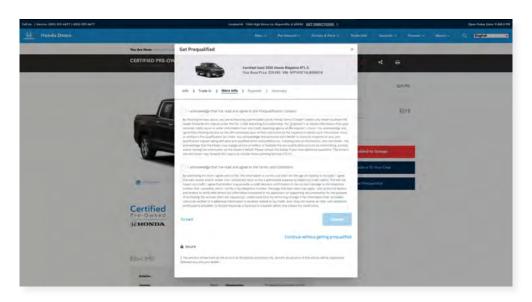




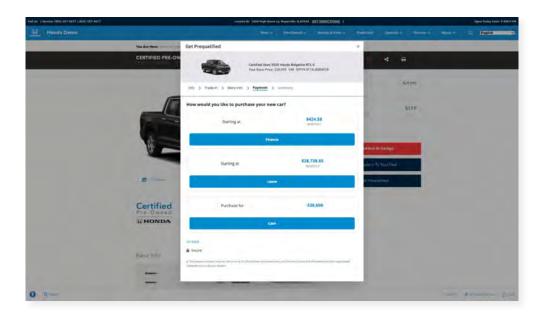


The consumer will need to agree to the terms and conditions.

Once acknowledged, click 'Submit'.



Once the consumer has completed the prequalification form, they are presented financing options if they want to move forward with purchasing and not only prequalification. The consumer can exit out of the prequalification form, and their lead information has been sent to Automatic's back-end platform.



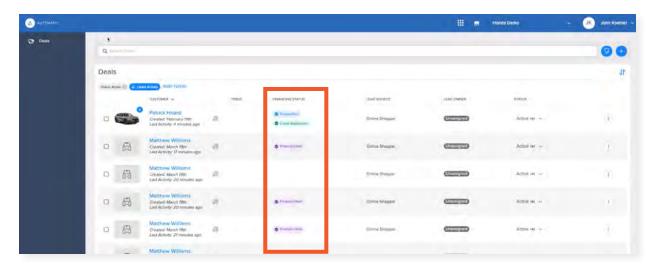




## **Viewing Prequalification Results in Automatic**

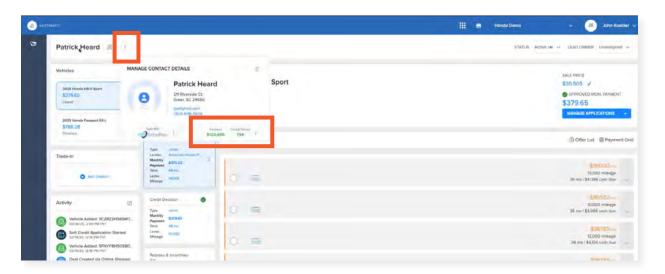
Dealers can view their prequalification lead data directly from the Automatic back-end. Once a dealer has logged in, they are presented a mass list of all deals within the system. Locate and open the desired applicant whose lead data you want to view.

**Note:** Dealers can also see which applicants have been prequalified by locating the blue 'Prequalified' status under the 'Financing Status' column (as circled below).



From the applicant's deal screen, locate and select the 3 dots next in the upper-left corner (as circled below).

From the drop-down, the dealer is directly presented the applicant's soft pull credit score. To open the QuickQualify report, click the arrow located next to the score (as circled below).

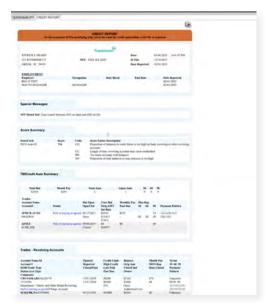






700Credit's soft pull prequalification report (QuickQualify) will appear in an iframe in a new window. From here, dealers can view both the soft pull results and full credit report, utilizing the tabs at the top of the iframe.









## 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!

#### è **QuickQualify Results** Result: Applicant Found Score: 618 Powered by EX: FICO AUTO V8 Consumer Information: Jane Doe 123 Main St. Auto Summary: Available Revolving Credit: \$1,459.00 Auto Inquiries last 30 days: 0 Auto Trade Line 1 Interest Rate: 17.52765% Original Amount: \$17,079.00 \$382.00 Estimated Payoff: \$3,224.00 Percent Paid: 81.12% Auto Trade Line 2 \$296.00 Percent Paid: 100% Estimated Payoff: \$0.00 Remaining Terms: Joint: 0 Months NO Loan Type: Auto Trade Open Date 07/21/2011 Certificate Status: 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.



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.



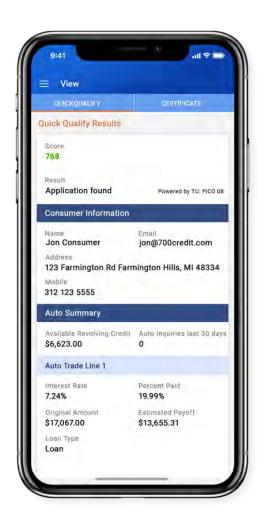


## **QuickMobile App (Dealer Mobile App)**

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 OuickScan results.
- Stay organized by settting filters to view leads from only a specific period of time.
- Text or email the QuickQualify soft pull or QuickScan driver's license authentication forms directly to the consumer.



The **700Credit QuickMobile Dealer App** is offered at no charge and can be downloaded from the Apple and Android App Stores by searching for "**700Credit**" or by scanning the QR codes to the right.

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

Contact our support team for assistance: (866) 273-3848 or <a href="mailto:support@700credit.com">support@700credit.com</a>.













### Introduction to 700Dealer.com

All 700Credit dealers have exclusive access to their own personal credit portal hosted at 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.

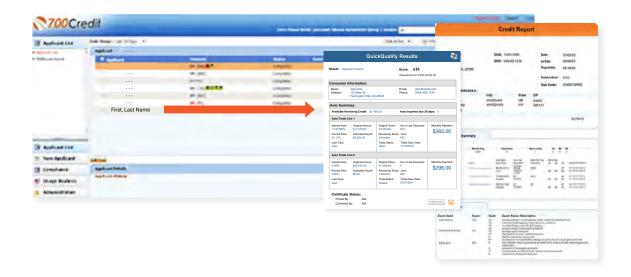
You should have received your username and password in a welcome email from our team. If you did not receive this email, or have misplaced it, please contact our support department at: <a href="mailto:support@700credit.com">support@700credit.com</a> (886) 273-3848.



## **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 pregualification was run, you will see those results.







## **Compliance Dashboard**

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

#### Items supported on the dashboard include:

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

#### **Lead Summaries for:**

- QuickQualify
- QuickApplication
- QuickScreen
- QuickScore
- QuickQualify Xpress

#### **How You Benefit**

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







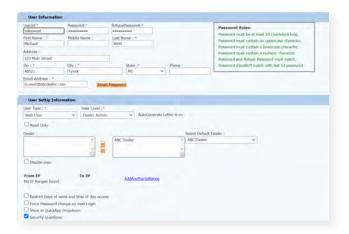
## **Managing Users**

You can add, edit or delete users who have access to your customer, credit and lead information through the following process:

- 1. Log in to **700Dealer.com**
- 2. Click on the "Users" link in the left-hand navigation bar
- 3. To edit a user's credentials, click the "Edit" link on the right
- 4. To delete a user, click the "Delete" link on the right
- 5. To create a new user, click on the "Copy" link on the right.



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



## **Creating a New User**

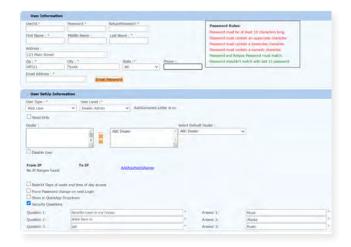






To create a new user, it is easiest to find a similar user id, and select the "Copy" action, as highlighted in the previous step.

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



## **Viewing Invoices**

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



