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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 21,000 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), as well as saveonly push credit applications into their platform. This brief guide will walk you through the consumer's experience getting prequalified and submitting a credit app, and how to view soft pull lead data in the CarNow 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.





Consumer Prequalification 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.

1) Chat Platform

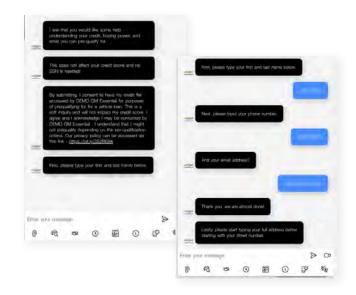
In the chat interface, the consumer is greeted with an automated chat workflow that takes them through an experience to see their score.



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.

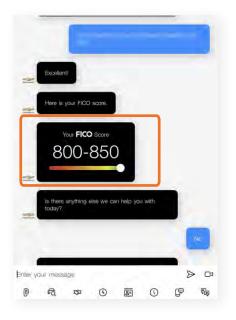






After completing the short process, the score returned to the consumer will show a fixed range.

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





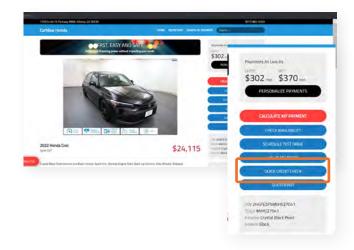


2) Digital Retailing

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.

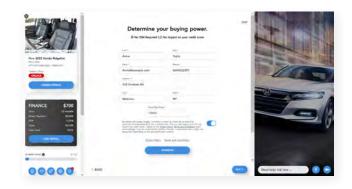
Upon locating the desired vehicle to be prequalified for, and opening the vehicles detail page, the consumer will locate the "Quick Credit Check" button.

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.

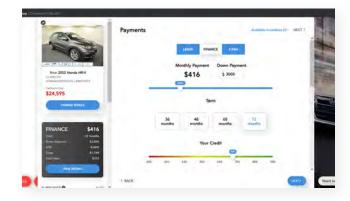


The prequalification form will appear for the user. They are instructed to complete the form by providing first and last name, phone number, email, and home address.

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.





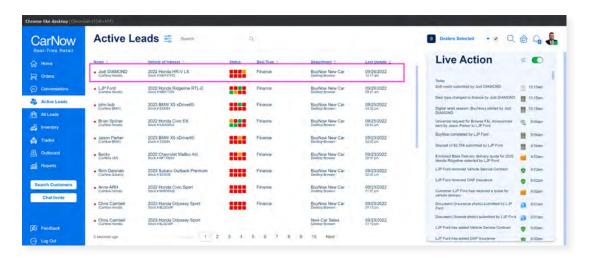


CarNow Dealer Portal

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.



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



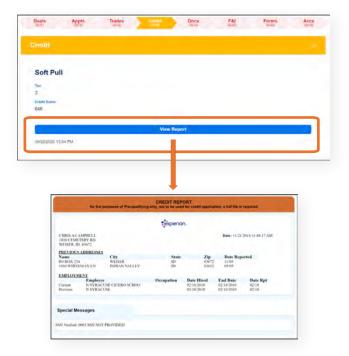




From the credit profile, users are able to see what tier the consumer was placed into, as well as their credit score.

To view the credit report, select "View Report", as circled to the right.

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



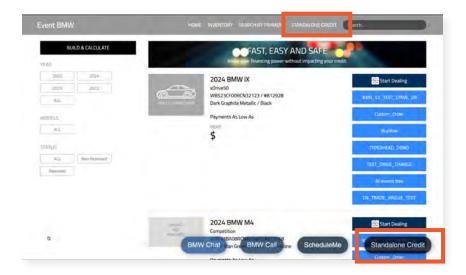




Submitting a Credit Application (Save-Only Push)

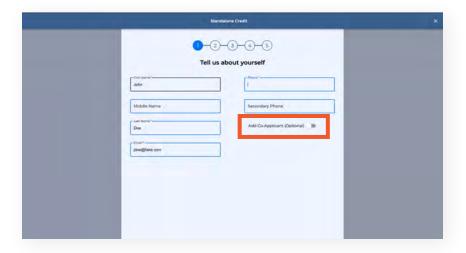
There are two ways in which a consumer can access the credit application: 1) via the "Standalone Credit" landing page, located in the top navigation bar, or 2) via the floating "Standalone Credit" button in the bottom-right corner of the dealer website.

Note: The location of the CTA is entirely customizable by the dealership, as is whether to have either the link, the CTA, or both.



The consumer is presented a 5-step form to complete; including, personal, residential, housing, income information.

If the user would like to include a co-applicant, they can select the "Add Co-Applicant" slider, as circled below.







After providing all required information, the consumer is brought to the final step of the credit application where they can review/edit any details.

Once reviewed, scroll to the bottom of the form, agree to the terms and conditions, provide a signature, and then click "Apply".





If the application was successfully submitted, the consumer is provided the following message.







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. Farmington I Available Revolving Credit: \$1,459.00 Auto Inquiries last 30 days: (Auto Trade Line 1 \$382.00 Percent Paid: 81.12% Estimated Payoff: Remaining Terms: Joint: 6 Months NO Auto Trade Line 2 No of Late Pay \$296.00 Loan Type: Auto Trade Status: 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.



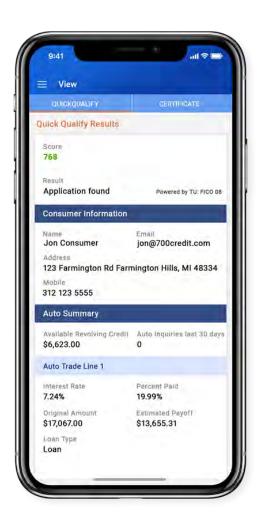


QuickMobile App (Dealer Mobile App)

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 QuickScan results.
- Stay organized by settling 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.













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:

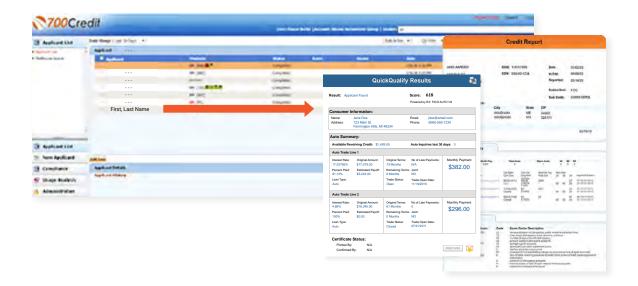
support@700credit.com | (886) 273-3848.



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.







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



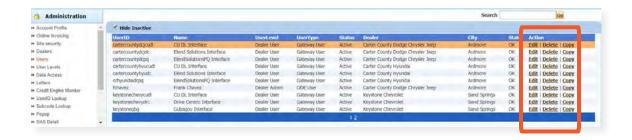




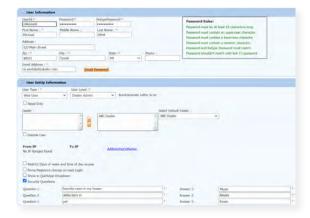
Managing Users

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







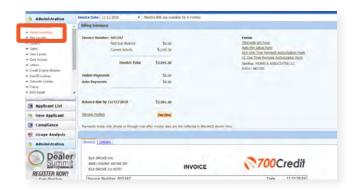
To create a new user, it is easiest to find a similar user id, and select the 'Copy' action, as highlighted in the previous step.

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.



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 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.

