

# **TRADE** PENDING

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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<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.

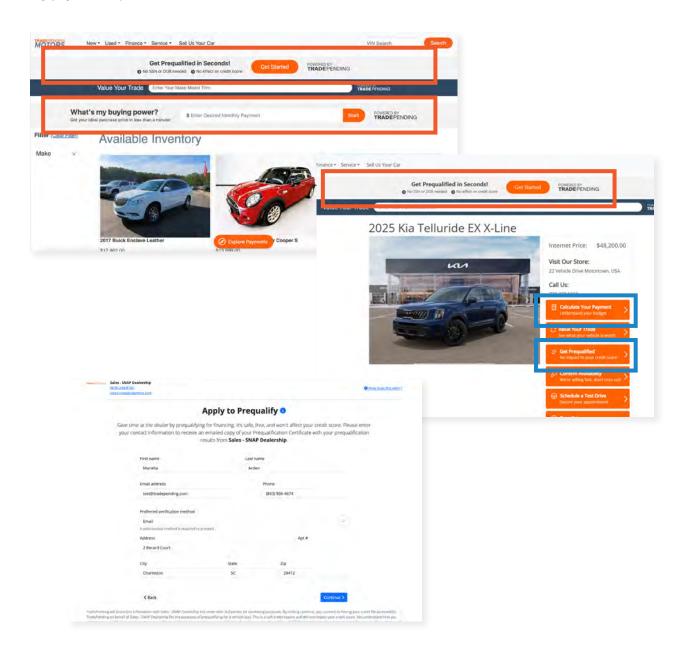
TradePending has integrated our prequalification, soft pull solution, QuickQualify into their platform. This brief guide will walk you through the consumer's prequalification experience and how to view your QuickQualify leads within TradePending platform. If you have any questions, please feel free to reach out to our support desk at: (866) 273-3848 or email us at: <a href="mailto:support@700credit.com">support@700credit.com</a>.



## **Integration Overview**

TradePending has integrated 700Credit's prequalification, soft pull product into their "Approve" platform. The alliance integrates our prequalification platform seamlessly into the online shopping process enabling your dealership to see their FICO® score and full credit report at the top of the sales funnel without requiring their SSN or DoB.

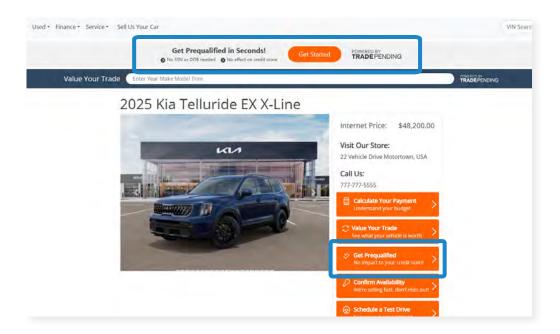
If a TradePending dealer has the "Payments" platform and also purchases the "Approve" platform, the 700Credit prequalification process will also be available in the "What's my buying power" and "Calculate my payment" options circled below.





## TradePending's Approve Platform: Get Prequalified

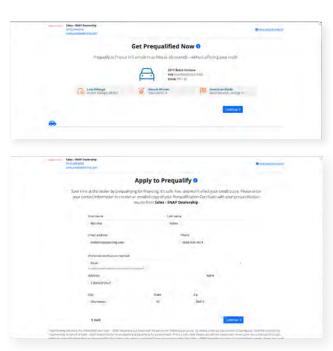
Starting on the dealership website, a consumer will locate a car, RV, or powersports vehicle they are interested in and click the "**Get Prequalified**" button/banner, as shown below.



A lead form will appear on the screen, prompting the consumer to fill out information. The consumer will provide:

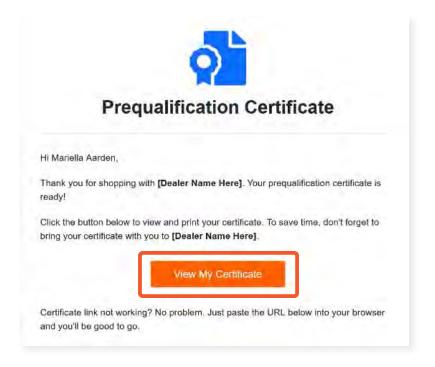
- 1. First Name
- 2. Last Name
- 3. Email Address
- 4. Phone Number
- 5. Street Address
- 6. City, State, and Zip Code

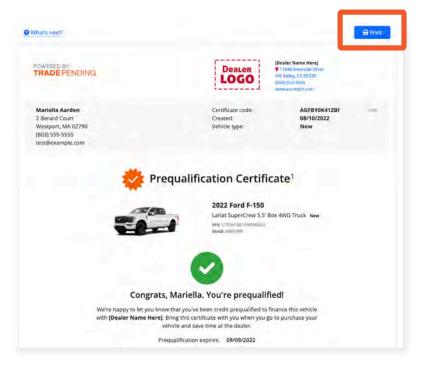
Once completed, click "Continue".





Upon completion, the consumer will be presented their Prequalification Certificate. To view the credit score range certificate, click the "View My Certificate" button. To print the certificate, click the blue "Print" button, as shown below.





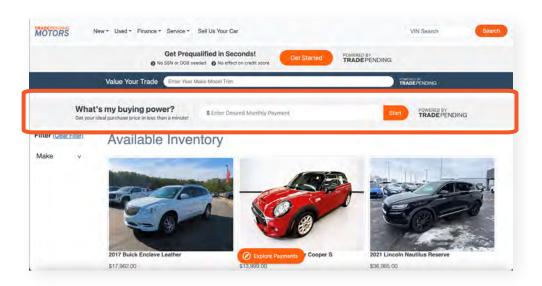


## TradePending's Approve Platform: What's My Buying Power?

If a dealer has purchased the Payments platform they can also purchase the Approve platform to incorporate consumer prequalification into that process. Here is how it works:

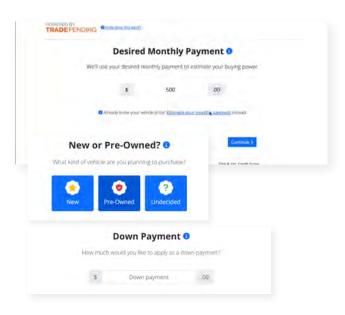
Starting on the dealership website, a consumer will locate the banner at the top of the webpage labeled, "What's my buying power?" (as circled to the below).

Within the provided form space, the consumer can either enter their desired monthly payment, or simply select "Start". The desired monthly payment will then be the first question of the form.



A pop-up window will appear (user's desired monthly payment will autofill into form), prompting the user to answer the following questions:

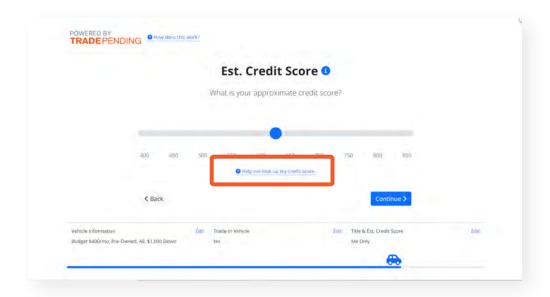
- 1. Desired Monthly Payment
- 2. New or Pre-Owned?
- 3. Down Payment
- 4. Trade-In
- 5. Loan Title





The consumer will then be brought to the portion of the form where they are prompted to enter an estimate of their credit score.

Consumers have one of two options in providing their credit score; the first option (1) is to use the dial and estimate their credit score. The second option (2) utilizes the hyperlink under the score dial labeled, "Help me look up my credit score" (circled below). By choosing the hyperlink option, the user still does NOT need to provide a SSN or DoB.

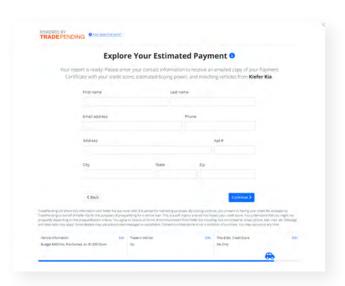


In the case the user chooses to look up their credit score, they will be re-directed to a prequalification form where they are prompted to fill in the required information.

**Note:** This particular form is the second point of integration for 700Credit within TradePending.

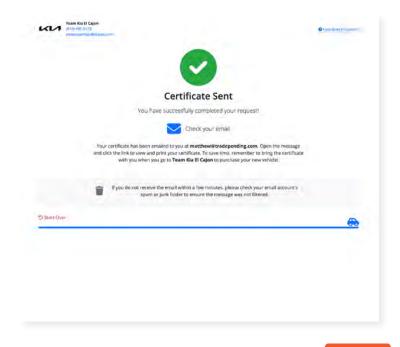
The consumer will provide:

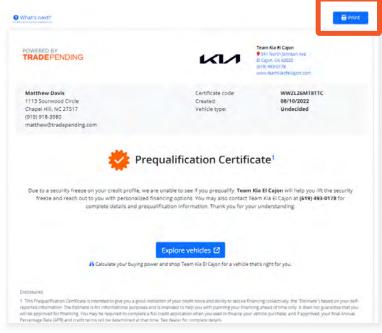
- 1. First & Last Name
- 2. Email Address
- 3. Phone Number
- 4. Address, City, State & Zip Code





Upon completion, the consumer will presented with a screen informing them their Prequalification Certificate has been sent to their email. To print the certificate, click the blue "**Print**" button, as shown below.



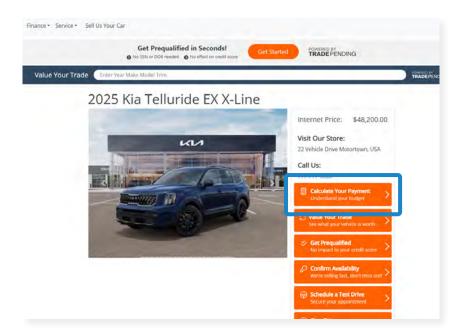




## TradePending's Payment Platform: Calculate My Payment

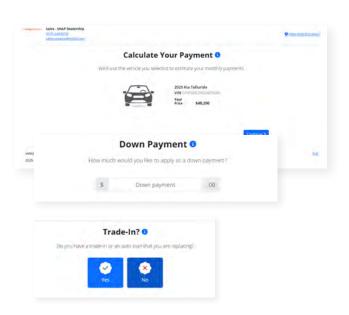
If a dealer has purchased the Payments platform they can also purchase the Approve platform to incorporate consumer prequalification into that process. Here is how it works:

Starting on the dealership website, a consumer will locate a car, RV, or powersport vehicle they are interested in and click the "Calculate Your Payment" button, as shown below.



A pop-up window will appear, prompting the user to answer the following questions:

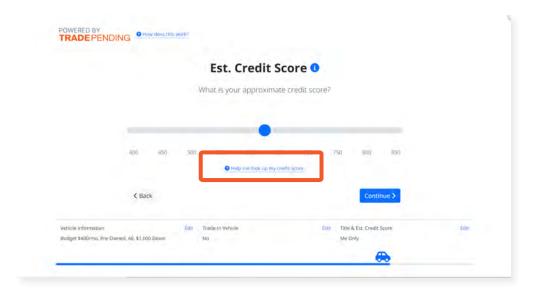
- 1. Incentives
- 2. Service & Protection Plans
- 3. Accessories
- 4. Down Payment
- 5. Trade-In Vehicle
- 6. Loan Title
- 7. Bankruptcy & Repossession





The consumer will then be brought to the portion of the form where they are prompted to enter an estimate of their credit score.

Consumers have one of two options in providing their credit score; the first option (1) is to use the dial and estimate their credit score. The second option (2) utilizes the hyperlink under the score dial labeled, "Help me look up my credit score" (circled below). By choosing the hyperlink option, the user still does NOT need to provide a SSN or DoB.

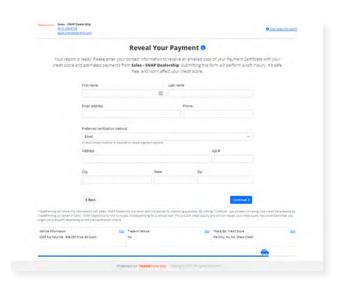


In the case the user chooses to look up their credit score, they will be re-directed to a prequalification form where they are prompted to fill in the required information.

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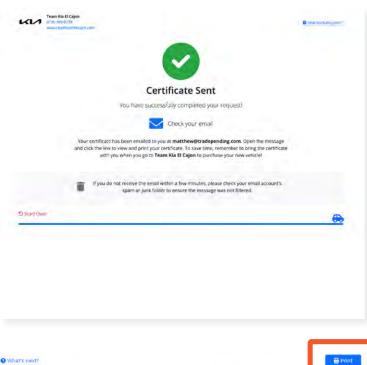
The consumer will provide:

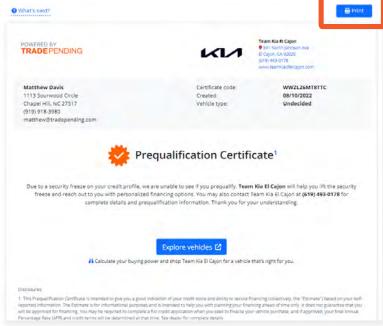
- 1. First & Last Name
- 2. Email Address
- 3. Phone Number
- 4. Address, City, State & Zip Code





Upon completion, the consumer will presented with a screen informing them their Prequalification Certificate has been sent to their email. To print the certificate, click the blue "**Print**" button, as shown below.





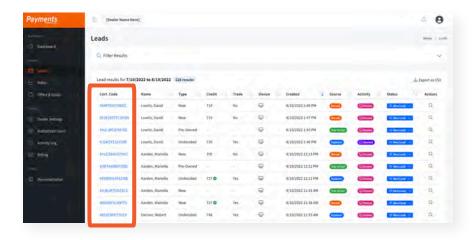


## **Viewing Leads in the TradePending Platform**

Dealers will begin by logging in with their provided credentials. From the home dashboard, they can see all of their leads, their QuickQualify results and full credit files. Located next to various credit scores, there is a **green checkmark**. This checkmark identifies consumers that received their score through the prequalification process ("Help Me Look Up My Credit Score" hyperlink or "Get Prequalified" process).

If there is no checkmark, this means that the consumer chose to estimate their score themself.

To view a specific lead and their details, start by clicking on the "Cert. Code" hyperlink attached to the leads name, as circled below.

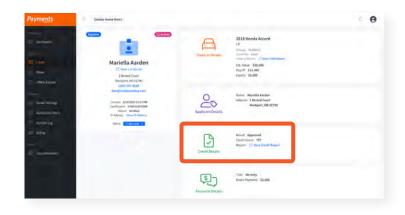


**Note:** Dealers are able to see the consumer's credit score in two places; on the Leads dashboard (shown above under the "Credit" tab), and in the consumer's detailed profile (circled below).

From here, dealers can view:

- Vehicle Details
- 2. Applicant Details
- 3. Credit Details
- Dealer Details

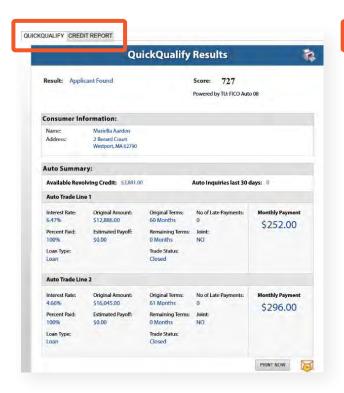
To view the applicants QuickQualify results and full credit file, click "View Credit Report", as shown to the right.





A pop-up window will appear revealing the consumer's QuickQualify results, as shown below.

If a credit report has also been run on the consumer, the dealer can click the "Credit Report" tab at the top of the pop-up window, and the full credit file will be shown.





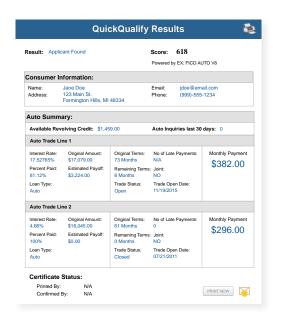


## **Introduction to QuickQualify**

**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
- Summary of Auto Trade Lines Including:
  - Current Monthly Payments
  - Current Auto Loan Interest Rates
  - Remaining Balance/Payoff
    Payment History
  - Months Remaining on Auto Loans



## **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**.

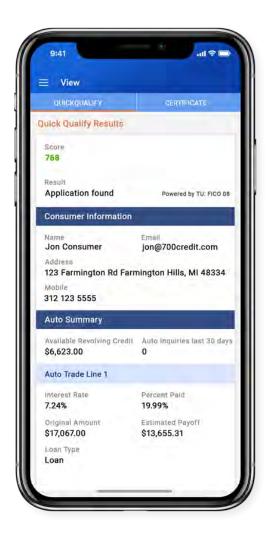
Specifically designed for dealers to manage their soft pull leads (*QuickQualify and QuickScan*) from a single, safe platform. It protects your consumer's information with a **secure login screen** and available at anytime on your own mobile or tablet device. .

- 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 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 <a href="mailto:support@700credit.com">support@700credit.com</a>.













## **Prequalification QR Codes**

Besides serving as a valuable asset on your website and/or social media platforms, providing easy access to a prequalification form throughout your physical dealership can help **drive more qualified leads** while customers are in-store. This collaboration helps increase lead generation, reduce friction, and keep the sales process moving efficiently.

#### The process is simple:

- 1. Place QR code displays around your store.
- Customers scan the QR code and are instantly brought to a soft pull lead form.
- They will complete the form, provide consent and submit.
- **4.** Dealers immediately receive the lead data and can view the soft pull results.





## **Implementing Best Practices**

Place QR code displays in high traffic areas around your dealership, such as:

- Sales Desks
- Service Lounge
- Receptionist Desk
- Sales Tower
- Inventory; both on the showroom floor & the lot
  - Placement near the window sticker (new vehicles) or Buyer's Guide (used vehicles) ensures higher visibility and better performance.
- Off-site events where inventory may be on display
- Used in TV, social media and/or print marketing





700Credit offers a library of standard QR code templates, however dealers can request a customized graphic to better reflect their brand. Customizations can include but are not limited to colors, fonts, verbiage/tone, logo, imagery, and more.

Visit <a href="https://www.700credit.com/banners/">https://www.700credit.com/banners/</a> [QR Codes Page] for the complete standard collection.



#### 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.

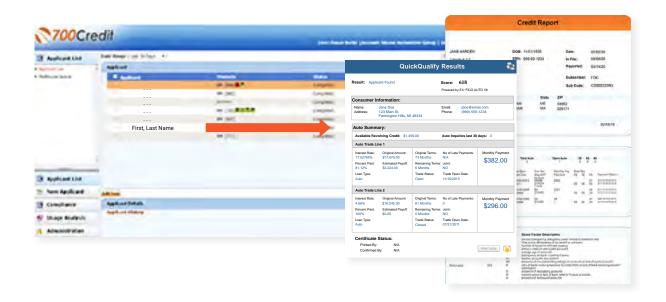
You should have received your username and password in a welcome email from our team. If you did not receive this email, or have misplaced it, please contact our support department at: <a href="mailto:support@700credit.com">support@700credit.com</a> | (886) 273-3848.



## **Viewing Your Leads**

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, prequalification (QuickQualify) results, full credit report, red flag, and a link to their compliance dashboard.





## **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:

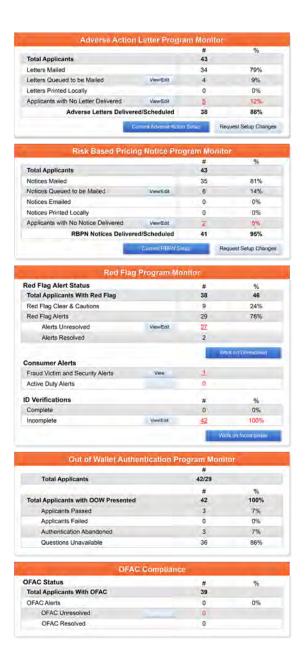
- Adverse Action Notices
- Risk-based Pricing Notices
- OFAC Search, Red Flag ID & Privacy Notices
- Out of Wallet Questions
- Our Compliance Dashboard also collects lead forms from our Credit Reporting and Soft Pull products

#### **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**





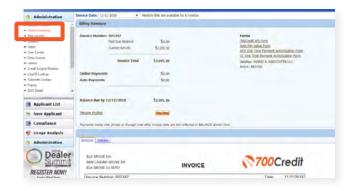
To create a new user, it is easiest to find a similar user id, and select the 'Copy' action, as highlighted in the previous step.

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 <a href="mailto:support@700Credit.com">support@700Credit.com</a>.

