PRESCREEN USER GUIDE

SEPTEMBER 2021

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Welcome to 700Credit!

700Credit is the leading provider of credit and compliance solutions for the automotive industry. Our products and services have evolved through the years, as we continually collect feedback from our clients around the country. Our singular focus on the automotive industry has allowed us to create solutions that are easy to use and best fit the needs of our dealer clients. Today we have over 14,500 direct dealer clients using our products and services across the US.

Credit Reports

We offer access to reports from the leading national credit companies, Experian, Equifax and TransUnion. Credit Reports contain information from credit grantors, courts, and collection agencies regarding the historical loans by the consumer. Credit Reports also include scores (FICO and Vantage), and public records such as judgments, liens, and bankruptcies. They also may include previous employers, addresses and other names used. All 700Credit clients receive their choice of report format, score, and ancillary products.

Red Flags

A Red Flag summary is provided with each report pulled, to alert you to information that appears to be genuine on the surface but may be questionable. These warning messages focus on high-risk applicants, social security numbers, driver's licenses, and addresses. Currently, there are more than 31 patterns for Red Flag alerts.

Out of Wallet Questions

Out of Wallet (OOW) questions are available for every applicant processed through the platform. When a Red Flag alert occurs, your dealership must validate the person's identity. OOW questions are available instantly, providing multiple choice questions that would be hard for an identity thief to answer. If the consumer answers most the questions correctly, their identity is verified, and the alert is automatically resolved, allowing you to proceed with the transaction.

Risk-Based Pricing Notices

Following the National Automobile Dealers Association (NADA) and National Independent Automobile Dealers Association (NIADA) recommendations, our solution uses the Exception Notice option, otherwise known as Model Form B-4 and Model Form B-5, for those instances where a score is not returned on the consumer.

Adverse Action Letters

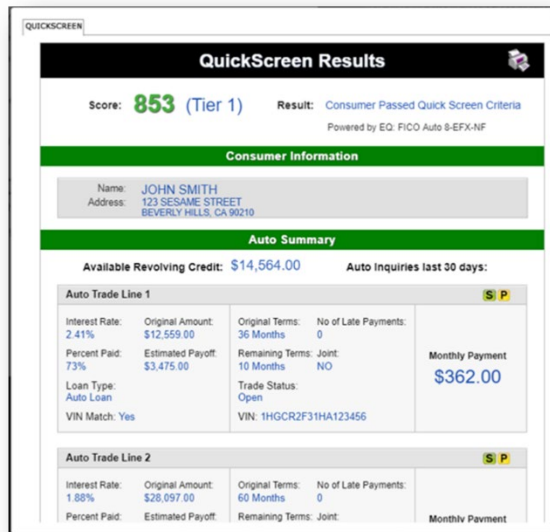
We have developed a base solution that follows industry best practice (and the best liability protection) to help keep you in compliance with federal and state laws and regulations. Our services can be tailored to fit your dealership's interpretation of the law and internal policies.

This guide will walk you through our soft pull (*QuickScreen*) integration with the Affinitiv Quote 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.

Welcome to 700Credit’s QuickScreen!

Welcome to 700Credit’s QuickScreen credit soft pull/prescreen solution. QuickScreen has been seamlessly integrated into the Affinitiv Quote platform, so it is easy to access, easy to use. In addition, since it is a soft-pull solution, you only need a consumer’s name and address to pull their credit score and auto summary, with no adverse effect on their credit score.

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



QuickScreen returns the following data to the user:

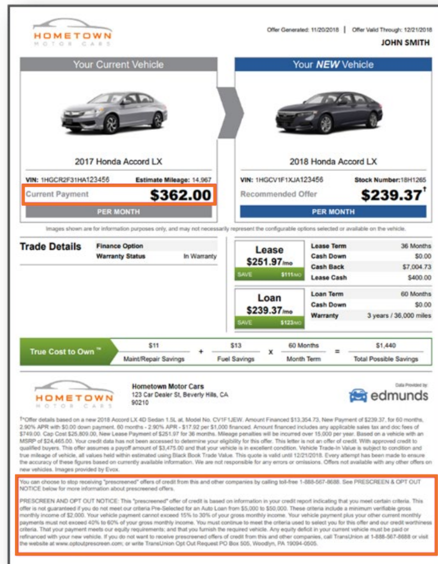
- FICO Score
- Available Revolving Credit
- Auto Inquiries last 30 days
- Summary of Auto Trade Lines Including:
  - Current Monthly Payment
  - Current Auto Loan Interest Rate
  - Remaining Balance / Payoff
  - Payment History
  - Months Remaining on Auto Loans

Compliance Requirements

Since this is a soft-pull solution that does NOT require the consumer's consent, dealers are required **by law** to deliver a prescreen Certificate to all consumers who 'Pass' the Prescreen inquiry. In addition, you must be able to prove the offer was delivered.

Affinitiv has created a custom Certificate that satisfies the legal obligation to inform the user of their credit prescreen.

This screen shot shows the current vehicle payment as provided in the pre-screen data, and a pre-screen opt-out notice is added to the bottom of the handout.

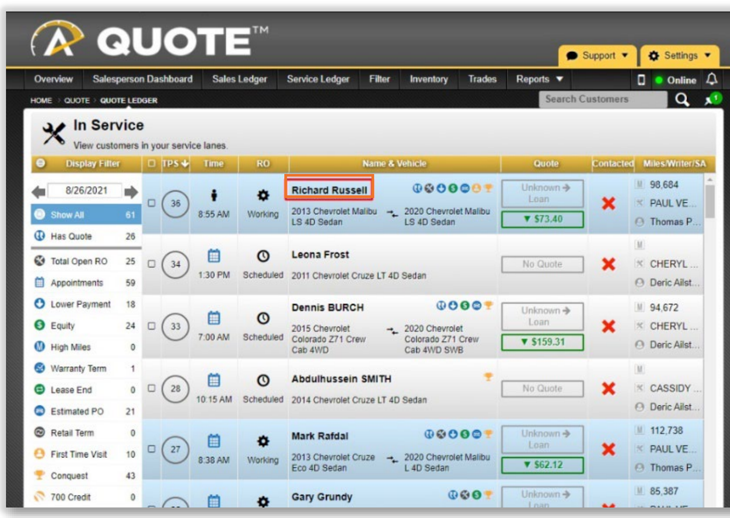


Running a Prescreen in Affinitiv Quote

Step 1: Select Customer

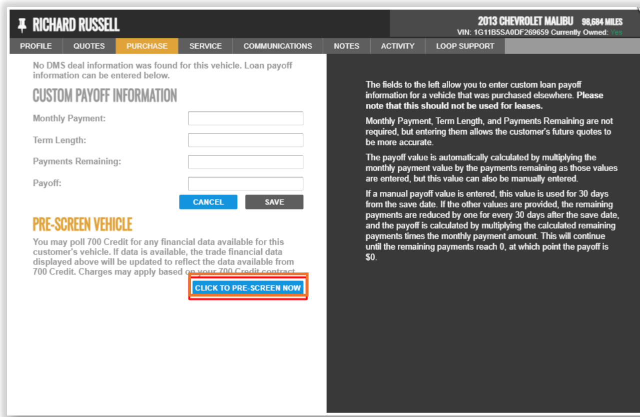
The first step is to select the customer that you want to pre-screen. Whether you find the customer on the service ledger, sales ledger or through your own customer search, each customer page has the Pre-screen button.

Click the customer's name to be redirected to the Customer Management page.



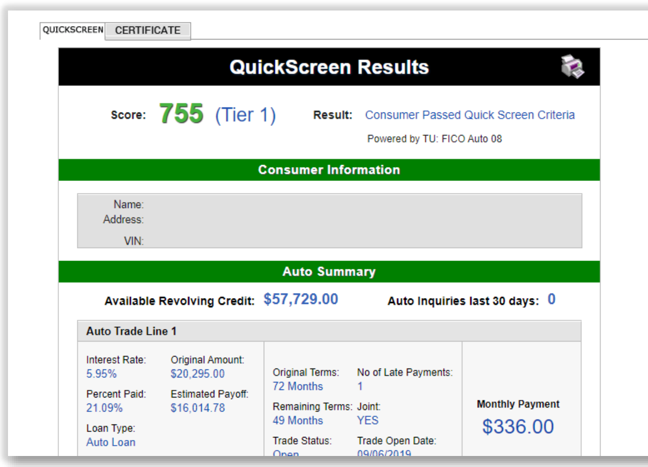
Step 2: Click on the 'Purchase' Tab

From there, locate the button labeled '**Click to Pre-Screen now**' on the Customer Management page and click on it.



Step 3: View Prescreen information for customer

After clicking '**Click to Pre-Screen now**', a new window will appear that displays the customer's credit score, credit tier, and any payoff information that is available on their credit history.



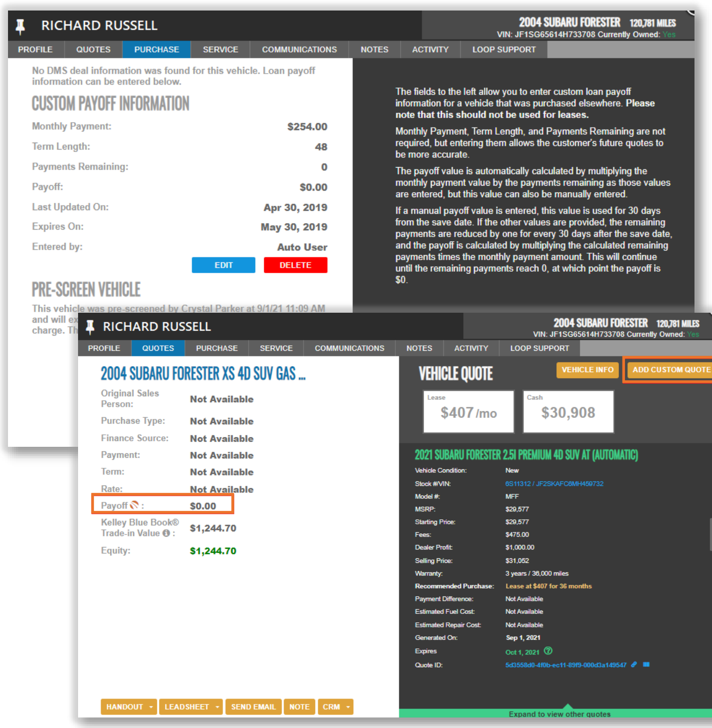
Upon a successful credit pull, a 700Credit page is displayed on the screen showing any available data for the customer. If the vehicle's VIN that is passed over matches one of the trade lines on the customer's record, the VIN Match field will say Yes and confirm the VIN to the right.

When this is the case, the available information relating to payoff (*monthly payment, term length, payments remaining,* and *estimated payoff*) are saved for use in Quote.

NOTE: If there is no VIN match, data is NOT automatically saved into the Quote system. At that point, the user would need to enter in data manually on the Purchase tab in Quote.

When the data is automatically saved, the data is populated on the Purchase tab in Quote. The Last Updated On date shows the user when the last time the payoff information was saved. The “Payoff” value will be used until the Expiration Date. After the expiration date passes, the Payoff value will be reduced by the Monthly Payment amount every 30 days until the balance reaches zero.

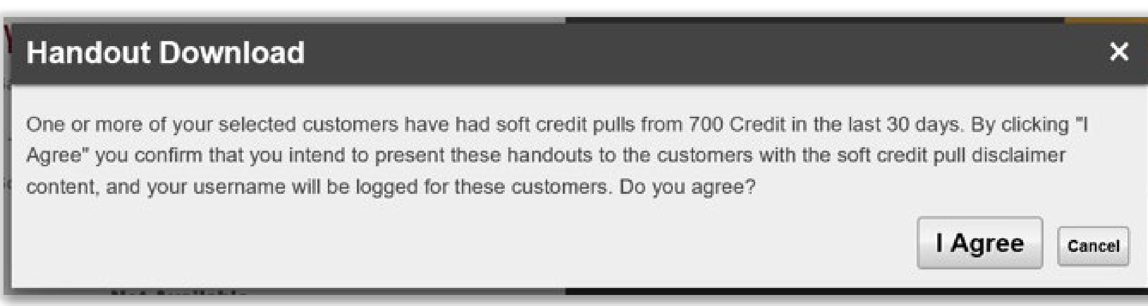
The Pre-Screen Vehicle section is updated to show the user who pre-screened this customer’s vehicle and when that was performed.



For a period of 90 days after the initial request, the data can be viewed again without creating a new 700Credit transaction and incurring any additional charges. If a user would like to pull credit again after 90 days, it will be treated as a new pre-screen transaction.

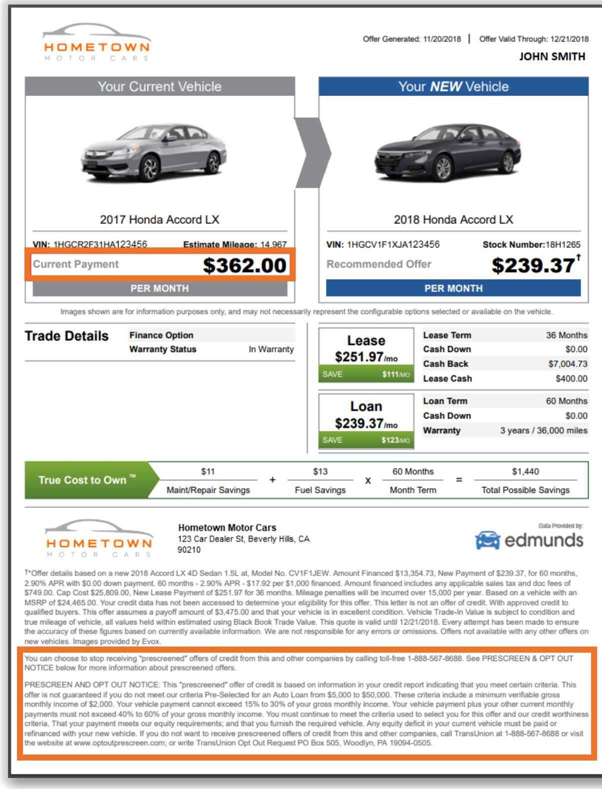
At this point, the user can navigate to the Quotes tab and create a Custom Quote for the customer. This Custom Quote will utilize the saved payoff data.

When downloading a Quote handout to give to a customer, the user is presented with a pop-up asking if they are going to be providing this handout to the customer. If so, the user’s information is logged, and this counts as presenting the user the necessary pre-screen opt-out legal information.



Clicking on “**Cancel**” will still download the handout, but a mail piece will end up getting sent to the customer via 700Credit at an additional charge.

The handout shows the current vehicle payment as provided in the pre-screen data, and a pre-screen opt-out notice is added to the bottom of the handout. Providing this to the customer satisfies the legal obligation to inform the user of their credit pre-screen.



HOMETOWN MOTOR CARS

Offer Generated: 11/20/2018 | Offer Valid Through: 12/21/2018

JOHN SMITH

Your Current Vehicle	Your NEW Vehicle
2017 Honda Accord LX	2018 Honda Accord LX
VIN: 1HGCR2F31HA123456 Estimate Mileage: 14,967	VIN: 1HGCV1F1XJA123456 Stock Number:18H1265
Current Payment $362.00	Recommended Offer $239.37†
PER MONTH	PER MONTH

Images shown are for information purposes only, and may not necessarily represent the configurable options selected or available on the vehicle.

Trade Details

Finance Option	
Warranty Status	In Warranty

Lease $251.97/mo — SAVE $111/MO

Lease Term	36 Months
Cash Down	$0.00
Cash Back	$7,004.73
Lease Cash	$400.00

Loan $239.37/mo — SAVE $123/MO

Loan Term	60 Months
Cash Down	$0.00
Warranty	3 years / 36,000 miles

True Cost to Own™: $11 Maint/Repair Savings + $13 Fuel Savings x 60 Months Month Term = $1,440 Total Possible Savings

HOMETOWN MOTOR CARS

Hometown Motor Cars
123 Car Dealer St, Beverly Hills, CA
90210

Data Provided by: edmunds

†*Offer details based on a new 2018 Accord LX 4D Sedan 1.5L at, Model No. CV1F1JEW. Amount Financed $13,354.73, New Payment of $239.37, for 60 months, 2.90% APR with $0.00 down payment. 60 months - 2.90% APR - $17.92 per $1,000 financed. Amount financed includes any applicable sales tax and doc fees of $749.00. Cap Cost $25,809.00, New Lease Payment of $251.97 for 36 months. Mileage penalties will be incurred over 15,000 per year. Based on a vehicle with an MSRP of $24,465.00. Your credit data has not been accessed to determine your eligibility for this offer. This letter is not an offer of credit. With approved credit to qualified buyers. This offer assumes a payoff amount of $3,475.00 and that your vehicle is in excellent condition. Vehicle Trade-In Value is subject to condition and true mileage of vehicle, all values held within estimated using Black Book Trade Value. This quote is valid until 12/21/2018. Every attempt has been made to ensure the accuracy of these figures based on currently available information. We are not responsible for any errors or omissions. Offers not available with any other offers on new vehicles. Images provided by Evox.

You can choose to stop receiving "prescreened" offers of credit from this and other companies by calling toll-free 1-888-567-8688. See PRESCREEN & OPT OUT NOTICE below for more information about prescreened offers.

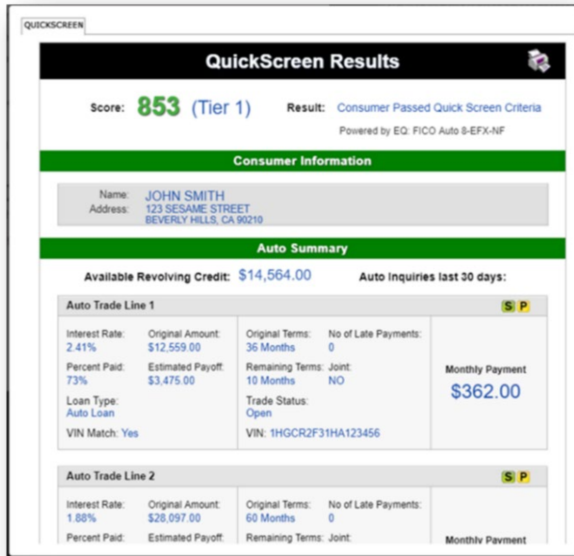
PRESCREEN AND OPT OUT NOTICE: This "prescreened" offer of credit is based on information in your credit report indicating that you meet certain criteria. This offer is not guaranteed if you do not meet our criteria Pre-Selected for an Auto Loan from $5,000 to $50,000. These criteria include a minimum verifiable gross monthly income of $2,000. Your vehicle payment cannot exceed 15% to 30% of your gross monthly income. Your vehicle payment plus your other current monthly payments must not exceed 40% to 60% of your gross monthly income. You must continue to meet the criteria used to select you for this offer and our credit worthiness criteria. That your payment meets our equity requirements; and that you furnish the required vehicle. Any equity deficit in your current vehicle must be paid or refinanced with your new vehicle. If you do not want to receive prescreened offers of credit from this and other companies, call TransUnion at 1-888-567-8688 or visit the website at www.optoutprescreen.com; or write TransUnion Opt Out Request PO Box 505, Woodlyn, PA 19094-0505.

QuickScreen OpportunityAlerts!

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

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

> Credit Score **(S)**
> Interest rate **(R)**
> Inquiries **(I)**
> Loan Term **(L)**
> Monthly Payment **(M)**
> Paid Percentage **(P)**



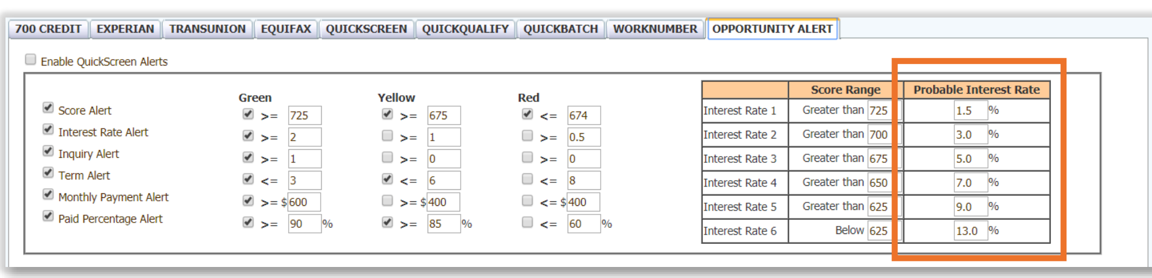
The **BENEFITS** of OpportunityAlerts! include:

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

Set-Up Process

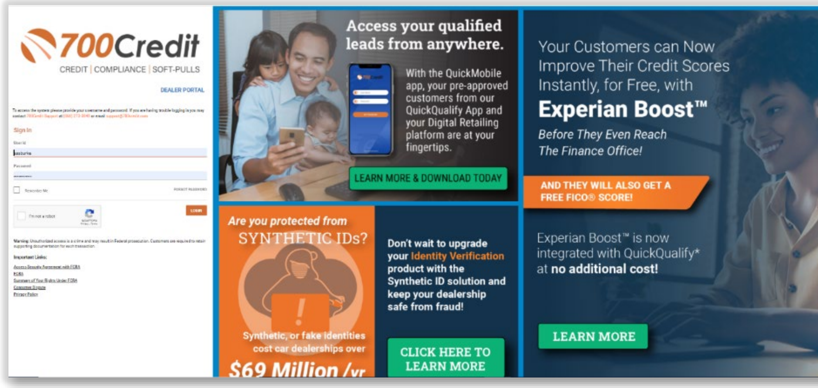
Opportunity alerts are triggered when the values returned from the QuickScreen hit the ranges that are defined in the Opportunity Alert tab in the Data Access menu in 700Dealer – shown below. The values will be set at default ranges, however once the dealer gets comfortable with alerts, they may want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

Below you will see the default values for Green, Yellow and Red alerts. One data point the dealer will want to pay special attention to is the Probable Interest Rate circled below.



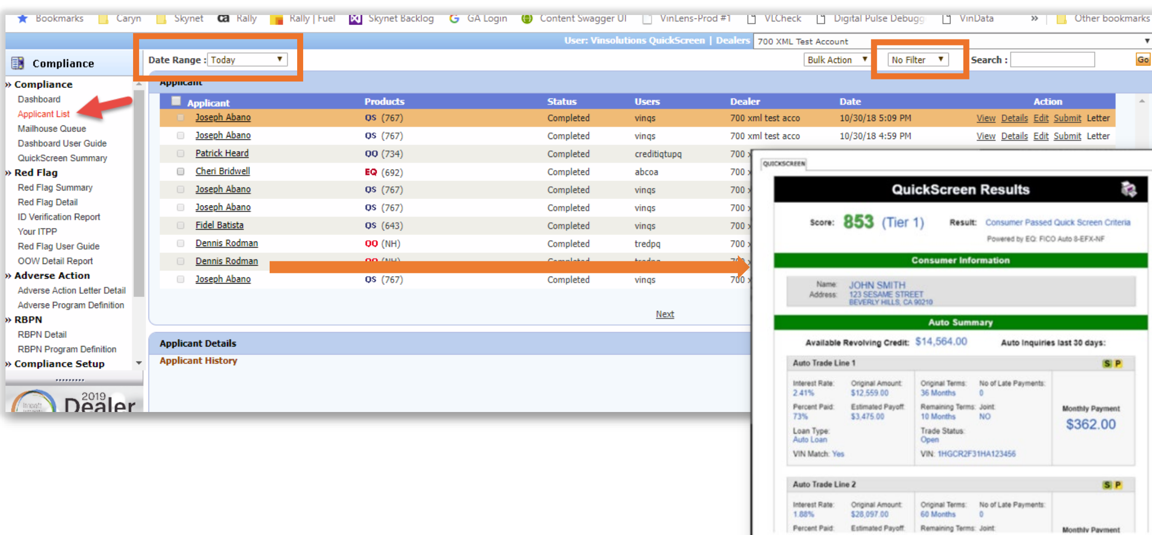
Introduction to Your 700Dealer.com Portal

In addition to retrieving the prescreen results through the customer record in your Affinitiv Quote platform, you can log in to your [700Dealer.com portal](700Dealer.com) and see a summary of **ALL** your customers prescreen results, as well as view summary reports, monthly invoices, and much more.

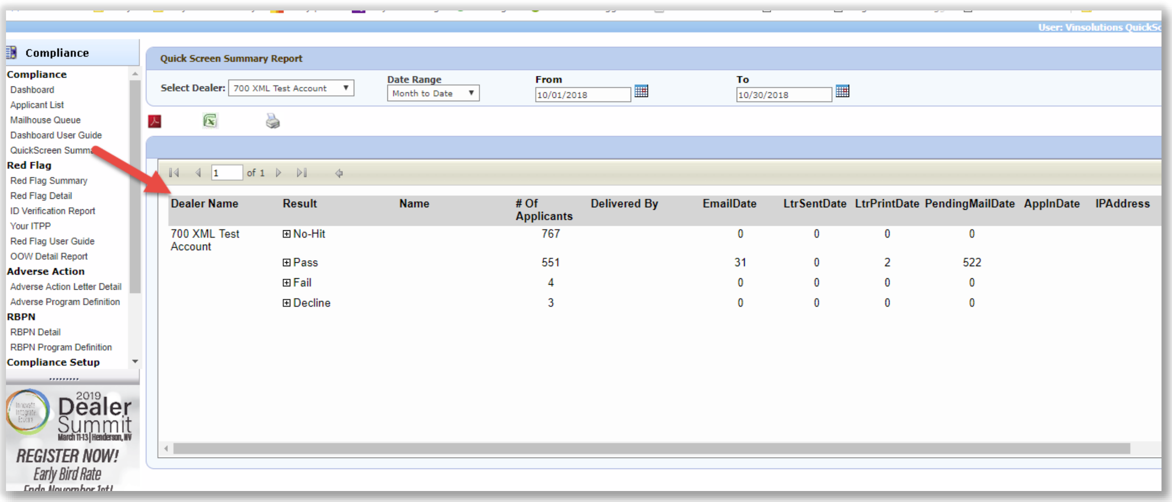


To begin, navigate to: **700Dealer.com** and enter your username and password. You should have received this information in an email from our 700Credit.com support team. If you haven't, please reach out to: **support@700credit.com** and ask for the information to be resent.

Once you log in, click on the "**Applicant List**" menu item on the left-hand navigation. You can select **Date Range** to view different timeframes, and to view just your QuickScreen leads, select the **QS filter** as shown here below. To view an applicant's data, just click on their name, and the QuickScreen results will pop up in a separate window.

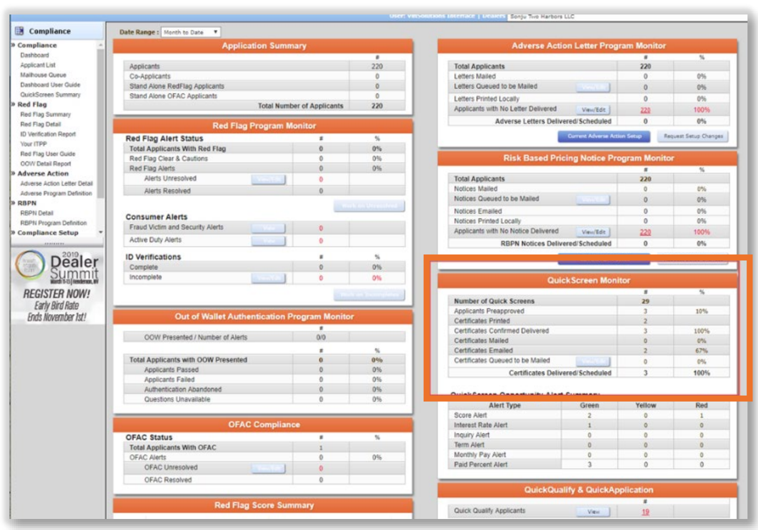


To see a summary of your QuickScreen activity, click on the "**Compliance**" menu item on the left, and then select "**QuickScreen Summary**" to see the report details.



Compliance Dashboard

At any time, you can view your QuickScreen compliance status by viewing your personal Compliance Dashboard as shown here. There is a section dedicated to QuickScreen, circled here. You can view at a glance how many were run across a date range you select, and where you are with the compliance requirements.

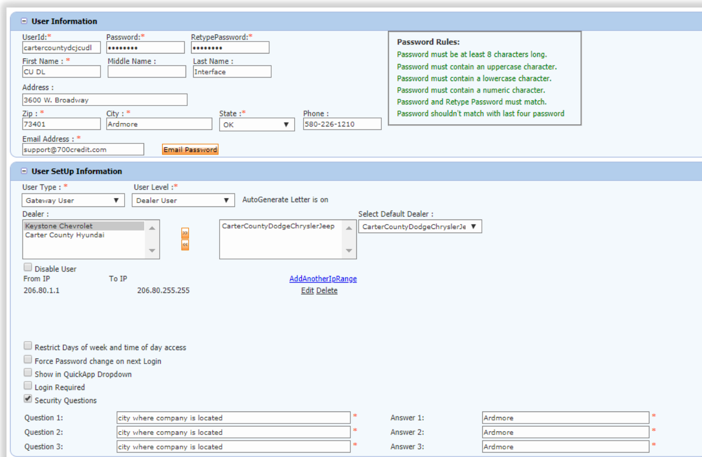


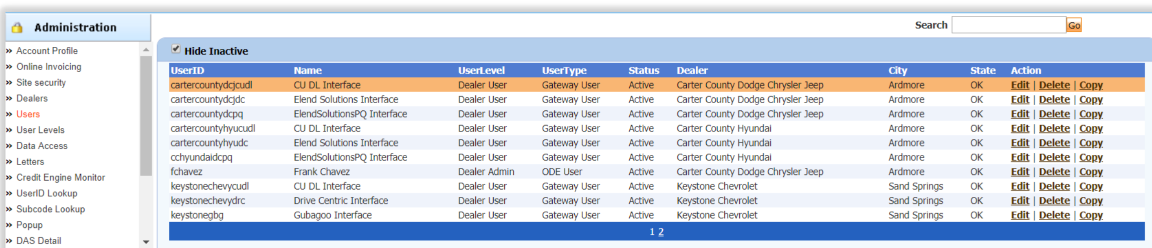
Managing Users

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.
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.

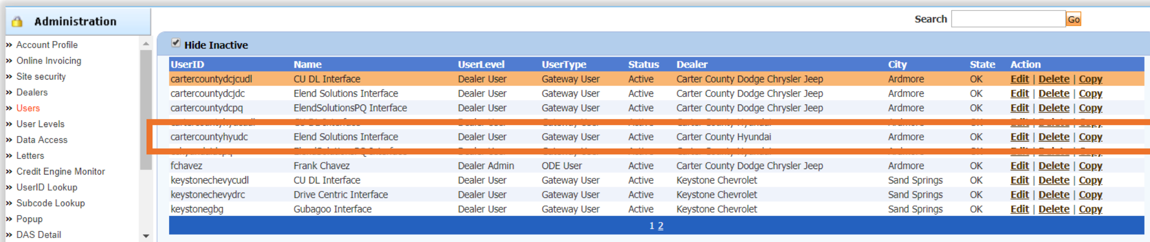




UserID	Name	UserLevel	UserType	Status	Dealer	City	State	Action
cartercountydcjcudl	CU DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit | Delete | Copy
cartercountydcjdc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit | Delete | Copy
cartercountydcpq	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit | Delete | Copy
cartercountyhyucudl	CU DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit | Delete | Copy
cartercountyhyudc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit | Delete | Copy
cchyundaidcpq	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit | Delete | Copy
fchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit | Delete | Copy
keystonechevycudl	CU DL Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit | Delete | Copy
keystonechevydrc	Drive Centric Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit | Delete | Copy
keystonegbg	Gubagoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit | Delete | Copy

1 2

Creating a New User



To create a new user, it is easiest to find a similar user id select the **COPY** action as highlighted above. You can then fill in the new user information and make any changes in the setup necessary.