



# **USER GUIDE**

# **NOVEMBER 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 how to pull credit reports and run a prescreen (soft pull) from within your IDS 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>.





#### Introduction to QuickScreen

Welcome to 700Credit's QuickScreen credit soft pull/prescreen solution. QuickScreen has been seamlessly integrated into the Affinitive 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

esult: Const	imer Passed Quick	Screen Criteria	Score: 727 (Tie Powered by TU: FICO /	er 1) Auto 08
Consumer In	formation:			
Name: Address:	John Doe 1234 Anystreet Westville, MI 02345			
Auto Summa	ary:			
Available Rev	olving Credit: \$3,88	1.00	Auto Inquiries last 3	days: 0
Auto Trade Li	ne 1			<mark>8</mark> R
Interest Rate: 6.47% Percent Paid:	Original Amount: \$12,886.00 Estimated Payoff:	Original Terms: 60 Months Remaining Terms:	No of Late Payments: 0 Joint:	Monthly Payment \$252.00
Loan Type: Auto Loan	\$0.00	O Months Trade Status: Closed	NO Trade Open Date: 11/11/2012	
Auto Trade Li	ne 2			<mark>S</mark> P
Interest Rate: 4.66%	Original Amount: \$16,045.00	Original Terms: 61 Months	No of Late Payments: 0	Monthly Payment
Percent Paid: 100%	Estimated Payoff: \$0.00	Remaining Terms: 0 Months	Joint: NO	\$290.00
Loan Type: Auto Loan		Trade Status: Closed	Trade Open Date: 07/31/2011	
Certificate S	tatus:			
Printed By:	N/A			
Confirmed By:	N/A			PRINT NOW





### **Getting Started in IDS**

#### **Get Connected**

Dealers will need to enter the login credentials provided by 700Credit before they can pull credit and prescreen.

To do that, click the set-up tab in the navigation bar and then select the "Credit Product" and/or "Prescreen" radio button.

Enter the specific username and password provided for the product selected.

Click the save icon in the topleft corner.

A pop-up will appear that the
record was saved successfully.
Click "OK".

eponing Setup				
Location				
SMC				
Setup Information				
CREDIT PRODUCTS      PRESCREEN				
700Credit Account Name *	0			
700Credit Account Password	0			

Credit Inquiry - SMC - SUNSET MARINE		- 0 ×
File Edit Help		
<b>X</b> X S O		
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CREDIT PRODUCTS      PRESCREEN		
700Credit Account Name * ids		
2000 with Assessed Descended &		
700Credit Account Password		
	Credit Inquiry ×	
	Consul an und aussessfully	
	OK	





#### **Pulling Credit and Prescreen Reports**

Dealers will begin on the IDS platform dashboard. Click "Sales" in the top navigation bar on the dashboard home page.

Click "Launch Credit Inquiry" in the left-panel navigation bar.



Note: If the dealer has not registered for 700Credit, or entered an incorrect username and password, this pop-up window will appear.







Click on the **"Reporting**" tab in the top-left corner of the pop-up.

To search a customer, start with choosing "Buyer" or "Co-Buyer".

If the dealer knows the customer's IDS-generated number, they may type it in to the "**Customer**" form fill, and their information will autopopulate the form.

If the dealer does not know the customer's specific number, they may click on the search  $\wp$  icon circled to the left.

Provider	* 700Cre	edit ~	Customer *		2		
policant & Rure	au Info			Buyer O Co-Buyer			
Applicant Infor	mation			Current Address	B		
Name *							
Suffix		Birth Date +		Address			
SSN/TIN ·				туре			
				Ant			
Email				therefore			
Co-Applicant II	Mormation			Preset Name			
10		Use Co-Buyer as N	tein Applicant	Street name			
Name				Street Type		Direction	
Suffix		Birth Date		City *			
				Stale *			
SSN/TIN				Zip Code *			
Email				Country *			
Bureau Inform	ation *			Product			
Bureau		Access Code (PIN)					
Equatic				Product *	1		
Experian							

A customer lookup pop-up window will appear. Dealers can search for customers in the search bar through various characteristics:

- Last Name
- Exact Match
- Phone Number (Last 4 Digits only)
- Unit License Number
- Unit VIN
- Bar Code
- Most Recently Viewed

Once the customer has been located in the system, click their name and press **"OK**".

act Match Search - "" (0 matc	ches found)			No	o Customers available for selection
Search for Existing Customers	Search Text		Swipe Driver's License	Swipe	
Search for Existing Customers Dy Last Name (Sounds Like) By Egact Match Dy Ehone Number (Last 4 digits only)	Search Text	Search	Swipe Drive's License	Swipe	
Search for Existing Customers (by Last Name (Rounds Like) (by Egact Match (by By Bone Number (Last 4 digits only) (by Light License Number (by Unit 1) (b) Sense 1	Search Text	Search	Swipe Drive's License O guipe Drive's License	Swipe	Queste New Customer
Search for Existing Customers D By Lash Hame (Bounds Like) B Dy Egact Match D Dy Ebnos Number (Last 4 digits only) D Dy License Number ( D Dy Unit XV) D Dy Unit XV) D Dy Unit XV D Do Ren Cine	Search Tex	Search	Swipe Driver's License	Swipe	Quale New Customer





The consumer's information will then auto-populate into the form. From there, dealers can see the consumers information as well as run a credit report or prescreen.



To run a credit report, or a prescreen on a customer, refer to the "**Product**" section" at the bottom-right of the pop-up window. Choose either "**Credit**" or "**Prescreen**" from the dropdown menu. Click "**Submit**" to run the report.

Note: In the case a dealer only wants to view the OFAC, ID Check or Red Flag report, they may choose one of those products as well for an individual report.

When requesting credit, a popup window will appear requesting the dealer to confirm the hard-pull for that customer. Click "Yes".

File         Ends           Provider         * Non-exit         Customer         TP0           Provider         * Non-exit         * Beyer         Cochayer           Applicant 8 breacht         * Beyer         Cochayer           Applicant 8 breacht         * Beyer         Cochayer           Address         * Beyer         Cochayer           Some         > Beith Date         > 10 on 100 or 100	Credit Inquiry - SI	MC - SUNSET MARINE			- 🗆 X
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Application       Constrained         New * Vesso Dand       Bith Date : 21 Ott 1980         Soft       Bith Date : 21 Ott 1980         Soft       Bith Date : 21 Ott 1980         Both Take : East       Interface : 4200         Configure in Monador       Name         Soft       Bith Date : 21 Ott 1980         Bith Date : 21 Ott 1980       Date : 21 Ott 1980         Detter : 2000 : 1980       Date : 21 Ott 1980         Detter : 2000 : 2000 : 21 Ott 1980       Date : 21 Ott 1980         Detter : 2000 : 2000 : 21 Ott 1980       Date : 21 Ott 1980	Applicant & Bureau In	fo			
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Bureau     Access Code (PR)       © lequet     ColeCont       © lequetan     ColeCont       © Tawes Uncon     ✓	Bureau Information	1.5	Product		
© Equals	Bureau	Access Code (PIN)			
□ Experision Unitient □ Trains Unition  V Unitient	Equafix		Product	CREDIT	
Trave Union	Experian			OFAC	
	I I I rans Union			PRESCREEN	
Submit Cancel			_	Sul	bmit Cancel







If the dealer holds the correct credentials, and the customer's information has been input correctly, the consumer's full credit report will now appear in a new browser window.

		Identity	Verification Report	
nput Name: Address:	VENTURA DAVID 514 MEDLOCK FORT WORTH, T	x 76120		
Identity /erification	Name: VENT Red Flag So Score Risk I	URA DAVID ore: 85 Level: Medium Risk 3		Status: Quiz Require
Se	ection	Result	Alert	Next Steps
» OFAC	2	Clear		
► ID M	atch	Alert	Subject not found Last Name: Not found Address: Not found SSN: Not found	IDV Qaiz
► Red F	lag Alerts	Clear		-
> Synth	etic ID	Synthet	ic Fraud Detection now available (	LICK TO ENROLL
≻ MLA	Search	-		-
▹ ID Ve	rification	Incomplete	Verification of ID Required	Verify ID
	View Detail Rep	nt	Ś	700Credi

EQUIFAX	experian.		TransUnion <sup>36)</sup>
NA	NA		N/A
	CREDIT REPORT		-
	EQUIFAX		
	Customer No: 155AN01823	Date:	10/26/2021
Special Messages			
ndicator:Information From Inquiry Identified As P DENTITYSCAN: Inquiry SSN has never been iss DENTITYSCAN: Unlike the operation and the second	otentially Fraudulent or Misused - Report U aed or was issued after June 2011.	navailable	

To the right is an example of a QuickScreen report. In the case the dealer chose to run a prescreen report, this results page will pop-up in a new browser tab.

	Qu	ickScreen	Results	
tesult: Cons	umer Passed Quick	Screen Criteria	Score: 727 (Tie Powered by TU: FICO )	er 1) Auto 08
Consumer li	nformation:			
Name: Address:	John Doe 1234 Anystreet Westville, MI 02345			
Auto Summ	ary:			
Available Rev	olving Credit: \$3,88	81.00	Auto Inquiries last 3	0 days: 0
Auto Trade Li	ne 1			S R
Interest Rate: 6.47%	Original Amount: \$12,886.00	Original Terms: 60 Months	No of Late Payments: 0	Monthly Payment
Percent Paid: 100%	Estimated Payoff: \$0.00	Remaining Terms: 0 Months	Joint: NO	φ252.00
Loan Type: Auto Loan		Trade Status: Closed	Trade Open Date: 11/11/2012	
Auto Trade Li	ne 2			S P
Interest Rate: 4.66%	Original Amount: \$16,045.00	Original Terms: 61 Months	No of Late Payments: 0	Monthly Payment
Percent Paid: 100%	Estimated Payoff: \$0.00	Remaining Terms: 0 Months	Joint: NO	φ230.00
Loan Type: Auto Loan		Trade Status: Closed	Trade Open Date: 07/31/2011	
Certificate S	status:			
Printed By:	N/A			
Confirmed By:	N/A			PRINT NOW





If the dealer does not hold the correct credentials, a pop-up will appear either prompting the dealer to set-up their account or visit a lead form for new registration.







#### Introduction to 700Dealer.com

In addition to retrieving the prescreen results through the customer record in your CRM, you can log in to your 700dealer.com portal and see your customers prescreen results as shown below. Just click on the customer's name and you will be served up a window with their prescreen results as shown below.



#### **Viewing Your Leads**

When you log in to 700Dealer.com, simply click on the **Applicant List** menu item in the left-hand column. You can select **Date Range** to view different timeframes, and to view just your QualiFi leads, select the **QS filter** as shown here:

e Range : Last 30 D	lays T					Bu	Ik Action 🔻 🛛 QS Filter
<b>700</b> Cr	edit		User: Susan	3urke  Account: Sloane	Automotive Group   Dealer	S All	Product Videos Support
Applicant   ist	Date Range : Last 30 Days 🔻				Bulk A	ction V QS Filter V	Search : sasburke
Applicant List	Applicant						
	Applicant	Products	Status	Users	Dealer	Date	Action
	GORA DIENG	QS (606) 📓 P	Completed	Ipuggi	bmw of devon	2/6/18 5:26 PM	View Details Edit Submit Letter
	Sid Kirkpatrick	<b>QS</b> (882)	Completed	porscheaeqs	porsche audi warr	2/6/18 2:20 PM	View Details Edit Submit Letter
	Brad LaPlaca	QS(NH)	Completed	sloanetoyaeqs	sloane toyota of	2/5/18 6:54 PM	View Details Edit Submit Letter
	Bobby Flecksteiner	OS (725) SI ITP	Completed	sloanetoyaeqs	sloane toyota of	2/5/18 2:14 PM	View Details Edit Submit Letter
	Zach Derstine	<b>OS</b> (807)	Completed	porscheaeqs	porsche audi warr	2/4/18 3:09 PM	View Details Edit Submit Letter
	Alexis Colon	QS (PC)	Completed	sloanphilaeqs	sloane toyota of	2/3/18 10:45 AM	View Details Edit Submit Letter
	Steve McBeth	QS (771)	Completed	porscheaeqs	porsche audi warr	1/29/18 5:06 PM	View Details Edit Submit Letter
Applicant List							
New Applicant	Add New						
Compliance	Applicant Details						
Usage Analysis	Applicant History						
Administration							

You should have been sent your 700Dealer.com login credentials in one of our welcome emails to you. If you cannot locate your credentials, you may send us an email or give us a call at the following: Support: 866-273-3848 (Option 4) or email <a href="mailto:support@700credit.com">support@700credit.com</a>.





#### **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.

👌 Administration								Search		Go
Account Profile	1	Hide Inactive								
Online Invoicing		UserID	Name	UserLevel	UserType	Status	Dealer	City	State	Action
Site security		cartercountydcjcudl	CU DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
Dealers		cartercountydcjdc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	ОК 🍙	Edit   Doloto   Conv
Users		cartercountydcpq	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	ОК	Edit   Delete   Copy
USER LEVELS		cartercountyhyucudl	CU DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	ок 🖣	Edit   Doloto   Conv
Data Access		cartercountyhyudc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
etters		cchyundaidcpq	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
Cradit Engine Manitor		fchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
UsedD Lasters		keystonechevycudl	CU DL Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
UsenD Lookup		keystonechevydrc	Drive Centric Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
Subcode Lookup		keystonegbg	Gubagoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
<sup>3</sup> opup DAS Detail	<b>.</b>					1 2				

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

<ul> <li>User Information</li> </ul>				
UserId:*	Password:*	RetypePassword:*	Password Pules	
cartercountydcjcudl		•••••	Password must be at	least 8 characters long
First Name : *	Middle Name :	Last Name :	Parsword must contain	n an unnercere character
CU DL		Interface	Password must contai	n a lowercase character.
Address :			Password must contai	n a numeric character.
3600 W. Broadway		1	Password and Retype	Password must match.
Zip : *	Oity : *	State :* Phone :	Password shouldn't m	atch with last four password
73401	Ardmore	ОК 🔻 580-226-12	10	
Email Address : * support@700credit.co	om Emai	Password		
User SetUp Inform	nation			
Jser Type : *	User Level :*			
Gateway User	Dealer User	<ul> <li>AutoGenerate Letter is on</li> </ul>		
Dealer :			Select Default Dealer :	
Carter County Hyund	ai 🗸	a concercencyblogechryslebeep	CancercountyDoogeChryslerie	•
Disable User				
From IP	To IP	AddAnotherIoRa	306	
206.80.1.1	206.80.255.2	35 Edit Delete		
Restrict Days of we	ek and time of day acces	5		
Chan in Onickan	Dreedowe			
Justice Description	bropdown			
Security Questions				
Ouestion 1:	city where compar	w is Innated	Answer 1:	Arrimore *
Question 2:	any there compare	y to be an and	* Annuar 21	* *
doctoon r.	city intere compar	y is recarded		Promore





### **Creating a New User**

Administration								Search		60
								ocuren		00
<ul> <li>Account Profile</li> </ul>	-	Hide Inactive								
<ul> <li>Online Invoicing</li> </ul>		UserID	Name	UserLevel	UserType	Status	Dealer	City	State	Action
Site security		cartercountydcjcudl	CU DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
Dealers		cartercountydcjdc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
Users		cartarcountudano	ClandColutionsDO Totorfaco	Doplor Usor	Cotowow Usor	Activo	Castor County Dodgo Charsler Joon	Ardmoro	OK	Edit   Doloto   Conv
User Levels		cartercountyhyucudl	CU DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
Data Access								1.1		
etters		cchyundaidcpq	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
Credit Engine Menitor		fchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
UsedD Lealure		keystonechevycudl	CU DL Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
OsenD Lookup		keystonechevydrc	Drive Centric Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
Subcode Lookup		keystonegbg	Gubagoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
Popup						12				
DAS Detail	-									

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.

Userld:" Personal RefusePersonal."	
Advani         Felder Namel :         Jult Namel :           Advani :         Felder Namel :         Jult Namel :           Dissip : ***********************************	Personal factor Personal Factor (Section 14)
User SetUp Information	
Catalogy Variant	Mai falah Salari Caradong Kong Kong Kong Kong Kong Kong Kong K
Institut Date of week and lines of day secons     fore Instanced datase as new Lupat     dates and datase and dataset     dates and dataset     fore instanced     fore Instanced     foreinstanced	
fastice bas of wask and time of day access     from Francessorie damper as net Lagen     from Francessorie damper as net Lagen     from the generations     from the generations	
	□ δαια δια θα 90 Tap. □ δαια όθα Tap.
Protect base from an time of any acces     Protect base from an time of any acces     Protect base from time of any acces     Protect base from time of any acces     Protect base from time     Protect     Protect base from time     Protect base from time     Protect     Protec	Baces for Hig W. Tay: Baces Out Tay: # Solar: O Jacong Cantolitie: O Face: O Torold: Oth. O Jacolator: O Domino tos Cone () Faci Jan:

You should have been sent your 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.

