



# **USER GUIDE (Lender Platform)**

## **AUGUST 2024**

***Automatic***

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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 21,500 direct dealer clients, and 200+ 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

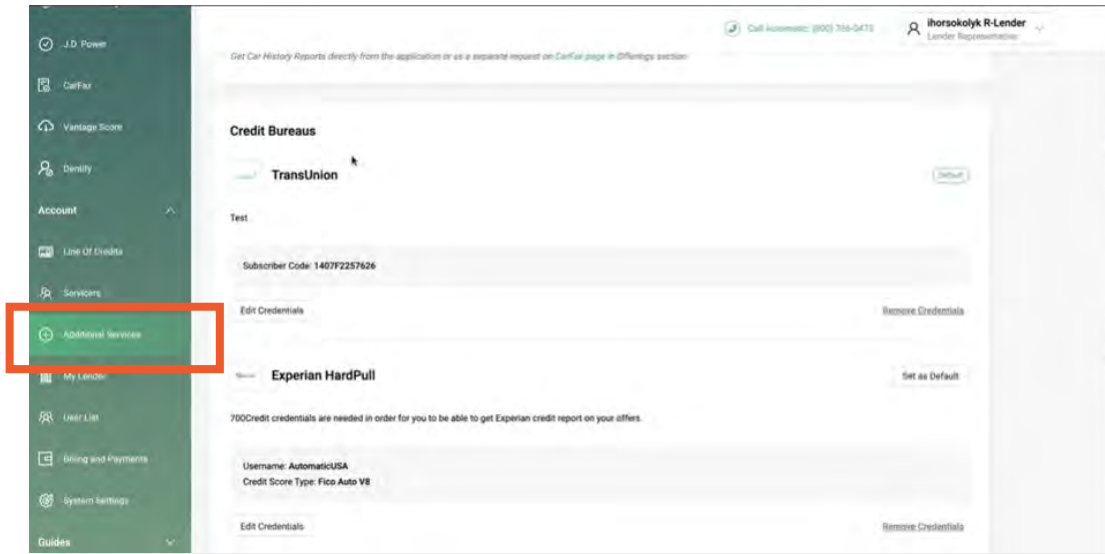
ID Drive provides dealers with the most comprehensive physical driver's license scanning solution for automotive dealers today. This platform combines our prescreen and prequalification platforms, as well as our suite of Identity Verification tools (*Red Flag and Synthetic Fraud detection*) to deliver fast, accurate results.

**Automatic USA has integrated our credit and compliance solutions into their lending platform. This brief guide will walk you through reviewing prequalification offers sent, how to pull/view applicant's credit reports and approving an offer to be sent back to the dealership.**

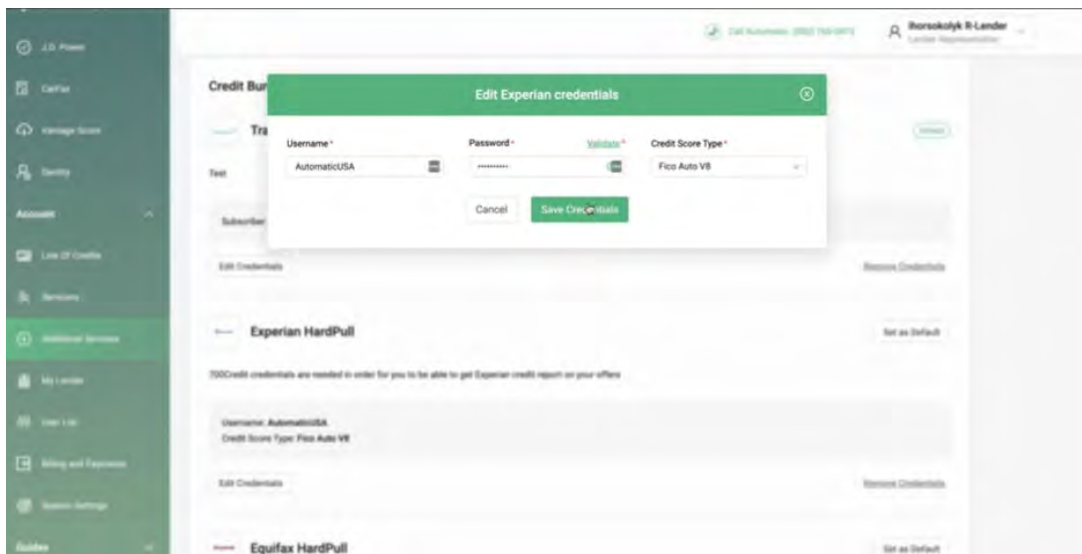
**If you have any questions, please reach out to our support desk at: (866) 273-3848 or email us at: [support@700Credit.com](mailto:support@700Credit.com).**

## Setting the Default Bureau

Starting in the home dashboard of Automatic USA, select **“Additional Services”** in the left-hand menu bar.

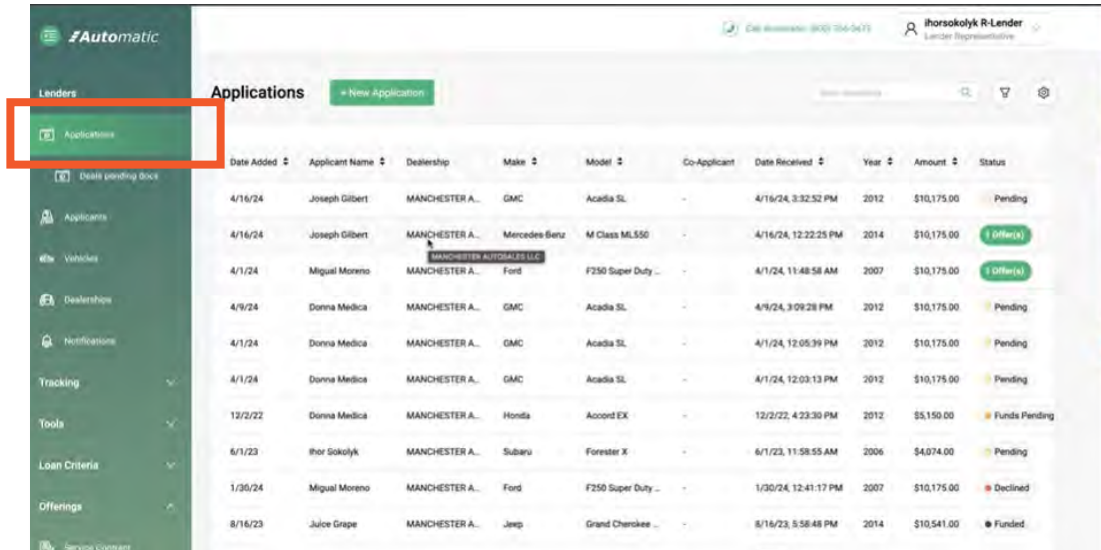


Click **“Edit Credentials”** on the preferred bureau. Provide the appropriate username/password, the credit score type and then **“Save Credentials”**.

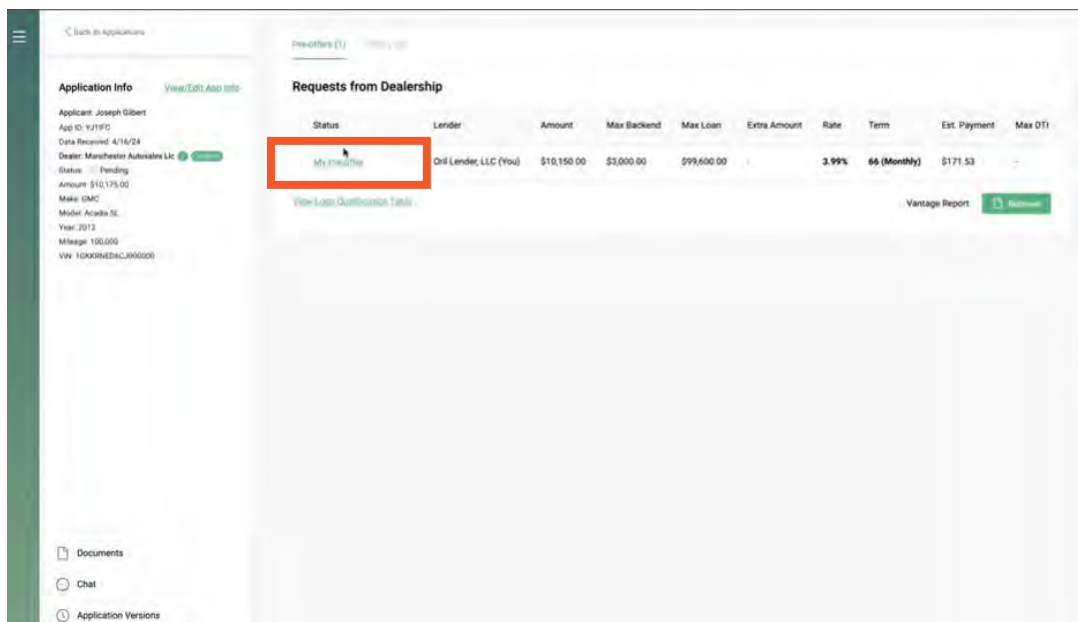


## Pulling Credit

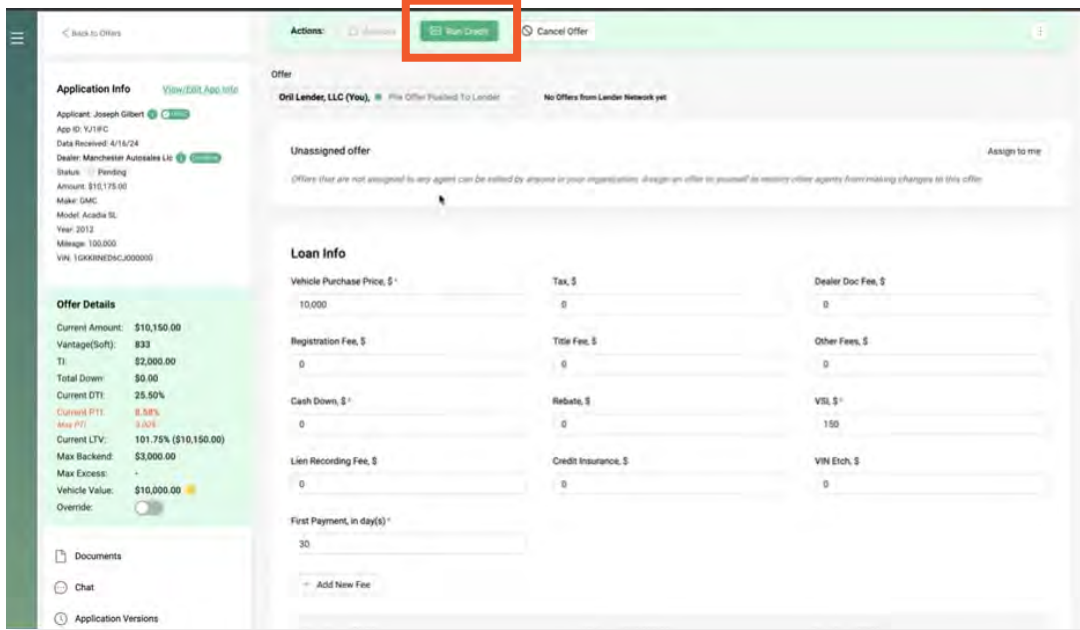
Starting in the home dashboard of Automatic USA, select **"Applications"** in the left-hand menu bar. The user is provided a mass list of the available applications in the lending platform. These applications are the soft pull, prequalifications from a dealership that have now been sent to the lender for approval.



Once opening the application, the lender can see the prequalification offer that was generated by selecting the **"My Pre-offer"** hyperlink, as highlighted below.

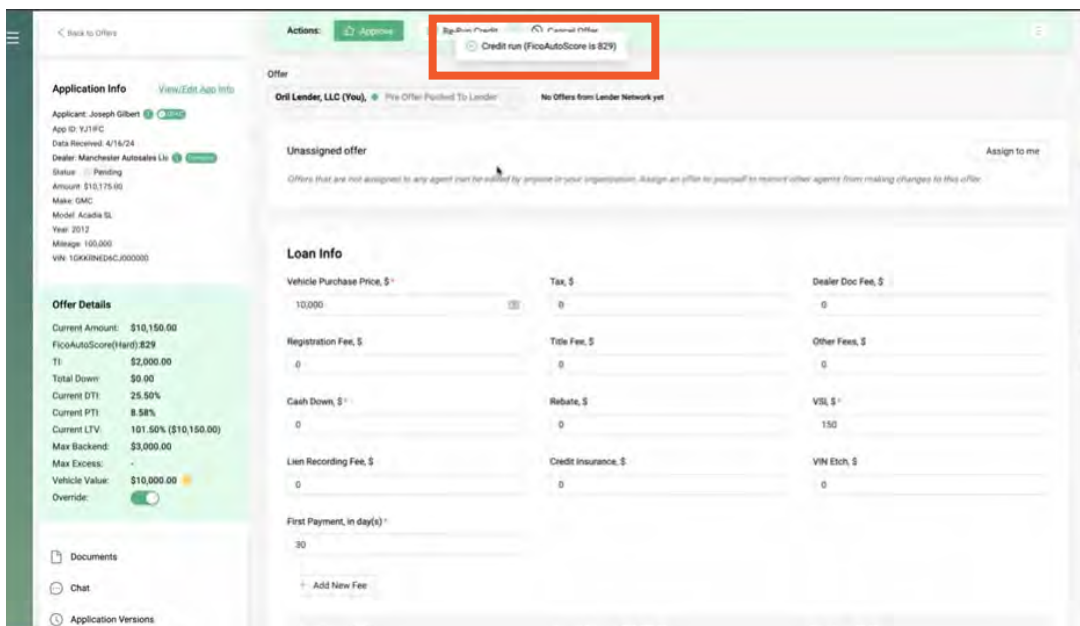


The user is presented the details of the offer to review. If they want to continue on with the offer, the lender can run the credit report by selecting the **“Run Credit”** button at the top of the page.

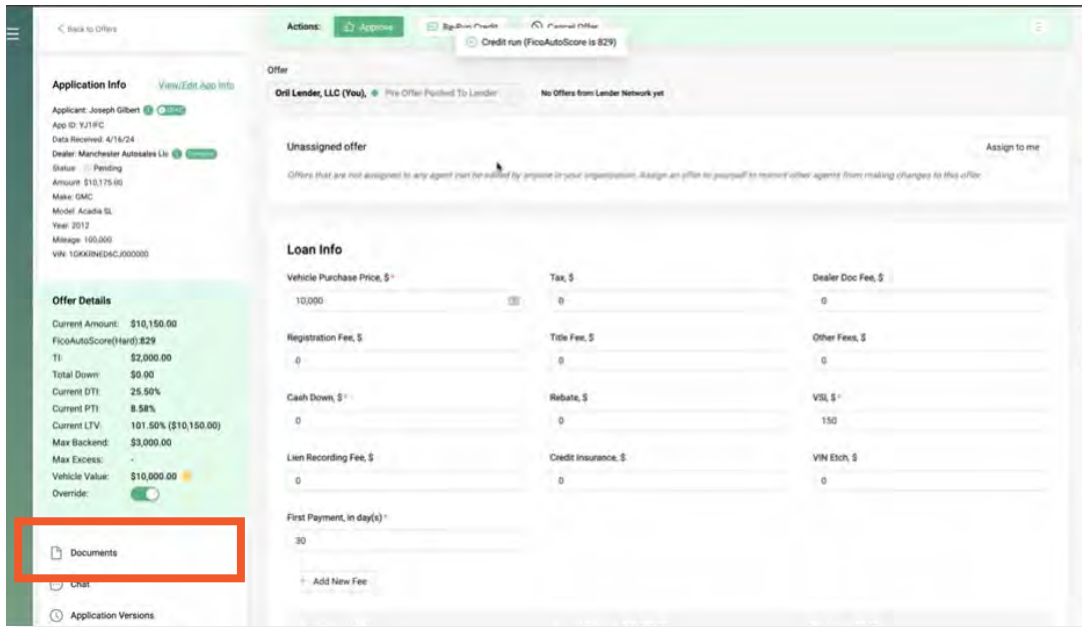


A pop-up will appear in the same location letting the lender know the credit has been pulled, as well as what the applicant's score is.

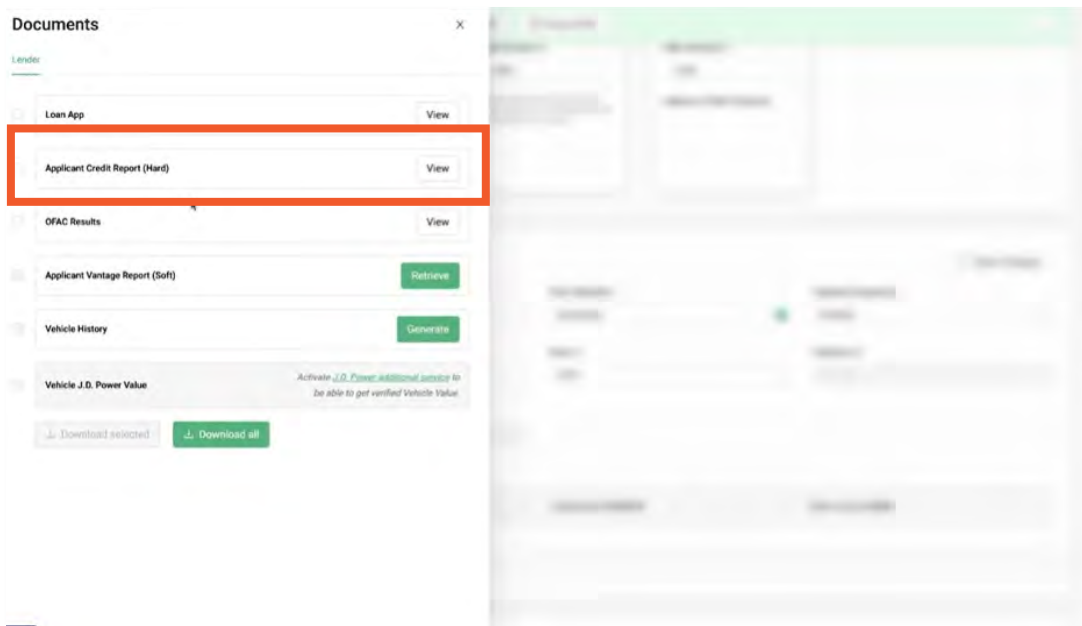
Based on the credit score that is now available, the loan offer information will adjust.



To view the full credit report, select **“Documents”**, as circled below.

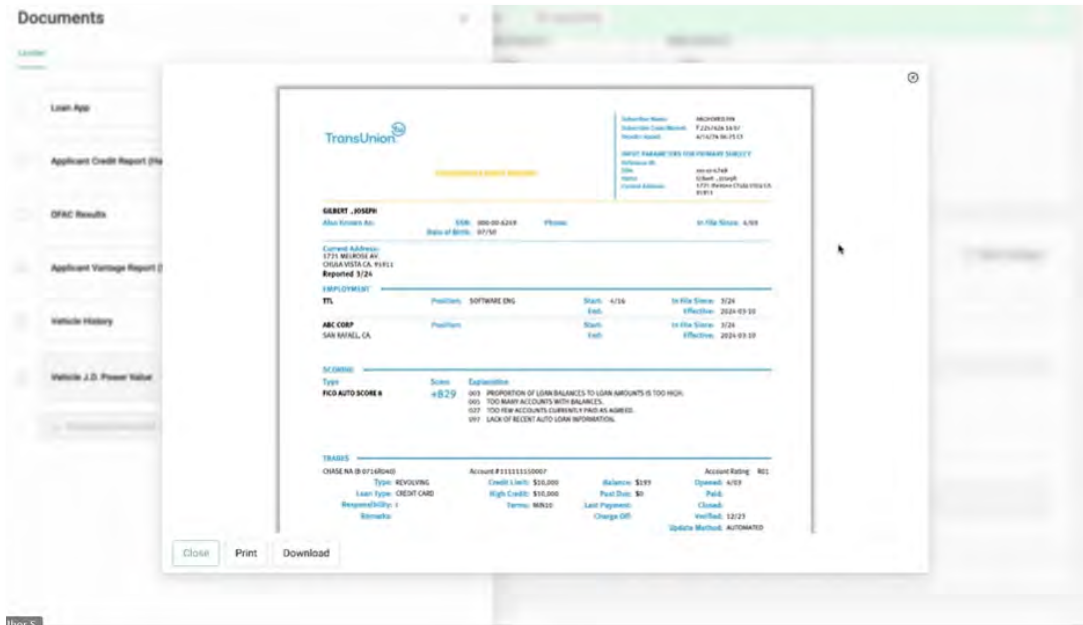


From the slide-out panel, locate **“Applicant Credit Report (Hard)”**, and then select **“View”**.

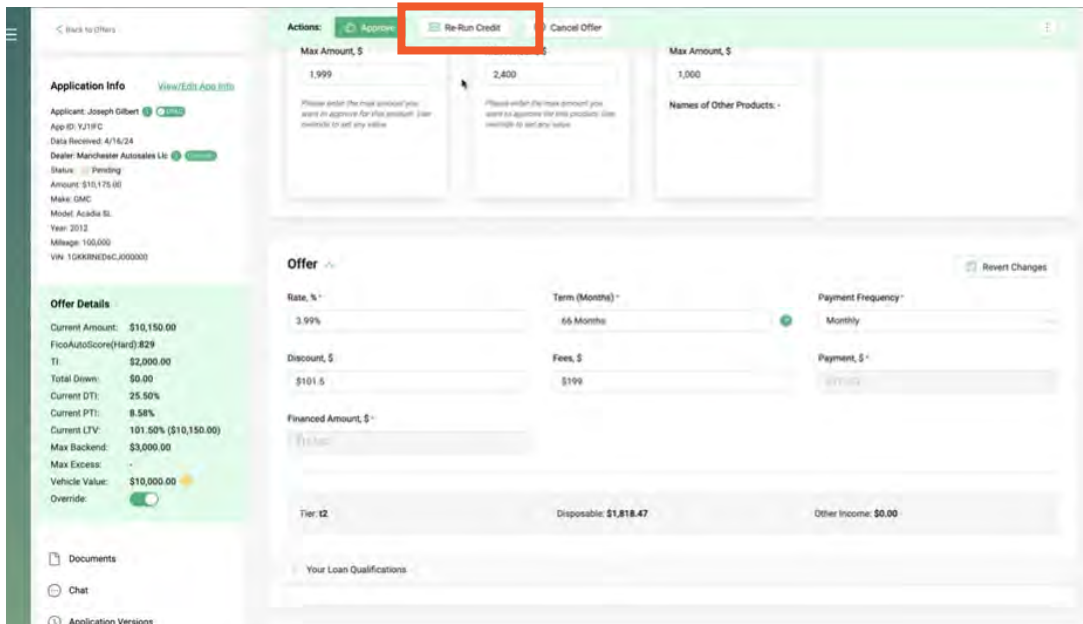




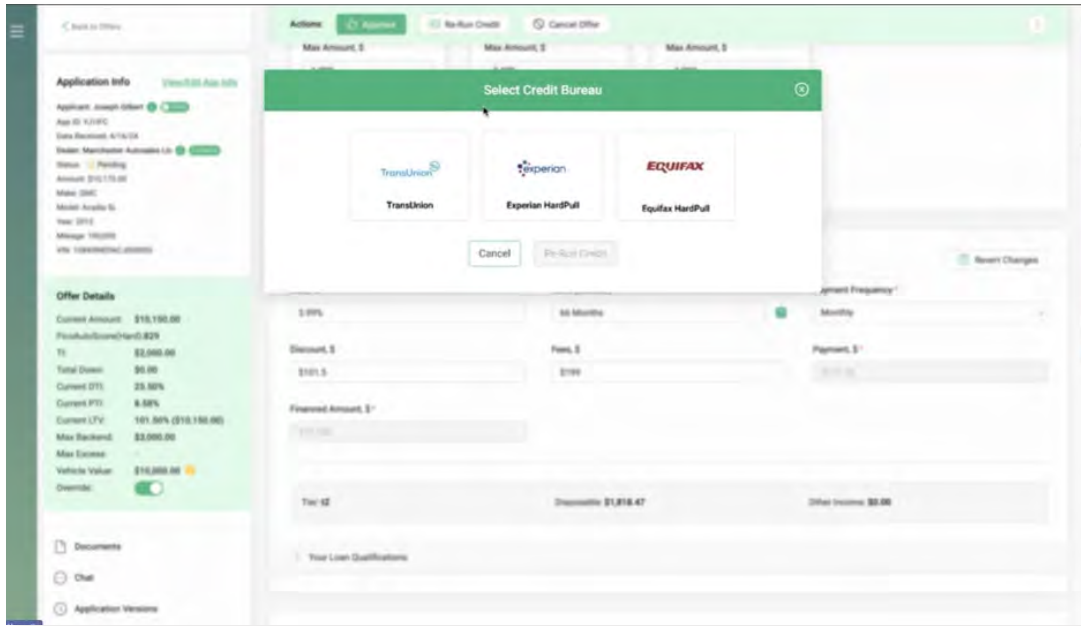
The applicant's credit report will appear on screen in a pop-up.



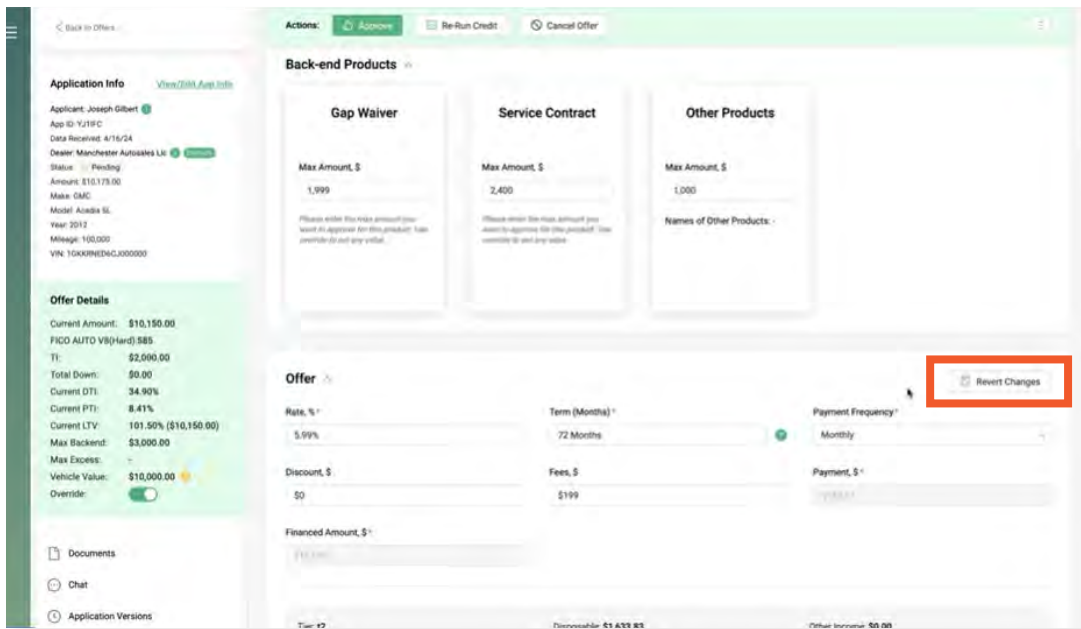
If the lender has activated more than one credit bureau, they can return to the applicant's offer page and select **"Re-Run Credit"**.



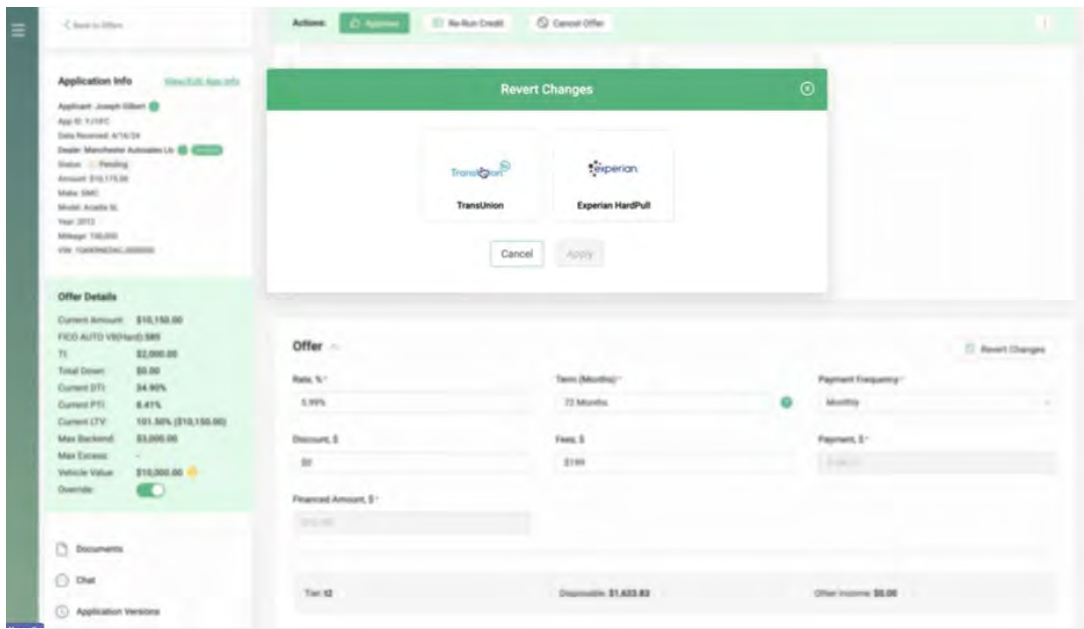
A pop-up will appear, allowing the lender to choose a secondary bureau to run a report through. Click **“Re-Run Credit”** to run the new credit report.



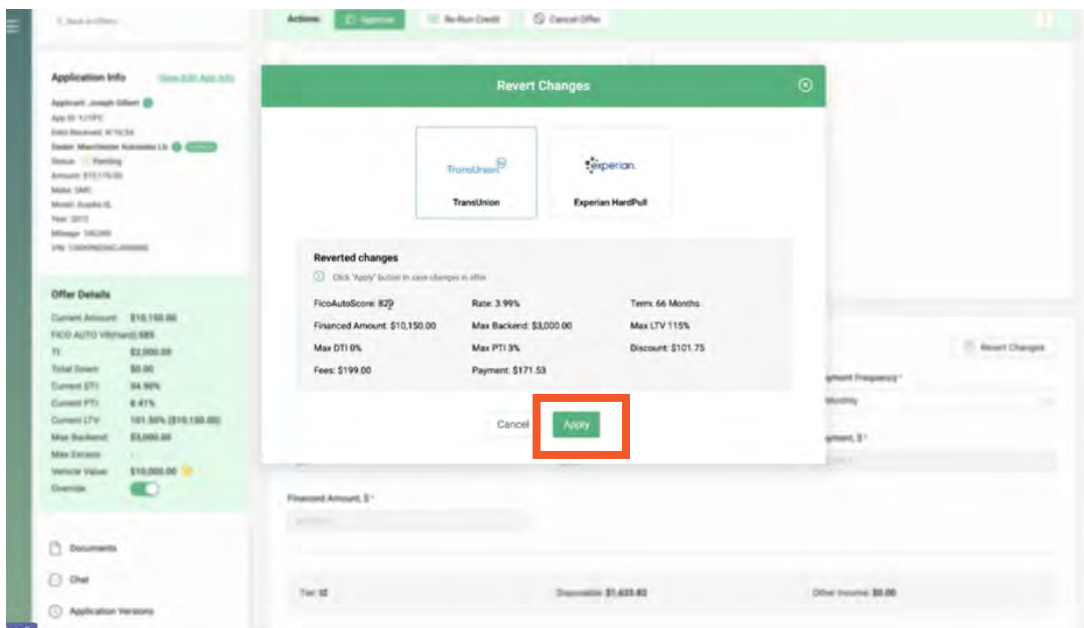
Based on the new credit report run, the offer details will adjust. If the lender prefers the first bureau's report, they can select **“Revert Changes”** to go back.



A pop-up will appear, and the lender will choose which bureau they want to revert back to.



Once selected, the details of the reverted changes will be provided to the lender for review. Once complete, click **“Apply”**.



Once the lender has reviewed the offer information, and ready to approve the application, select **“Approve”** at the top of the page.

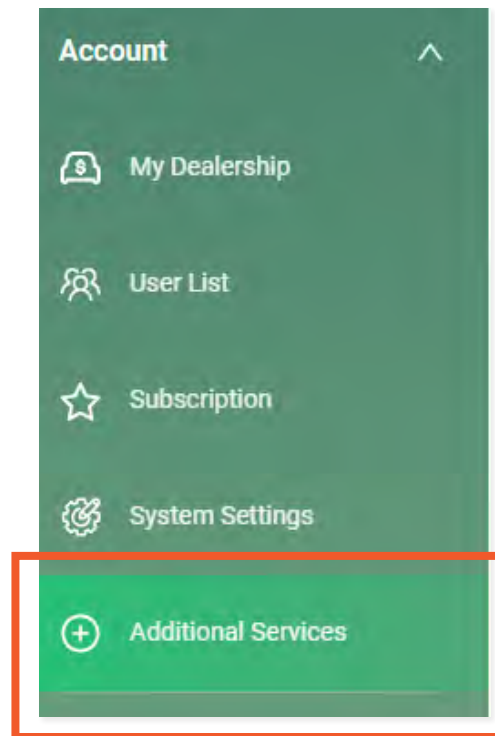
The screenshot shows a web interface for reviewing a loan offer. On the left, there is a sidebar with 'Application Info' and 'Offer Details'. The 'Application Info' section includes: Applicant: Joseph Gilbert, App ID: Y219C, Data Received: 4/16/24, Dealer: Manchester Autosales LLC, Status: Pending, Amount: \$10,175.00, Make: GMC, Model: Acadia SL, Year: 2017, Mileage: 100,000, VIN: 1GKKXHE4CL000500. The 'Offer Details' section includes: Current Amount: \$10,150.00, FicoAutoScore(hard): 829, TI: \$2,000.00, Total Down: \$0.00, Current DTI: 25.50%, Current PTI: 8.58%, Current LTV: 101.50% (\$10,150.00), Max Backend: \$3,000.00, Max Excess: -, Vehicle Value: \$10,000.00, and an Override toggle. The main area shows 'Actions' with 'Approve', 'Re-Run Credit', and 'Cancel Offer' buttons. Below are three 'Max Amount, \$' fields with values 1,999, 2,400, and 1,000. The 'Offer' section includes: Rate, %: 3.99%, Term (Months): 60 Months, Payment Frequency: Monthly, Discount, \$: \$101.5, Fees, \$: \$199, Payment, \$: \$199.99, Financed Amount, \$: \$10,150, Tier: T2, Disposable: \$1,818.47, and Other Income: \$0.00.

A pop-up will appear informing the lender that once approved, the offer will be finalized and sent back to the dealership. Click **“Yes, Approve and Send Offer”**.

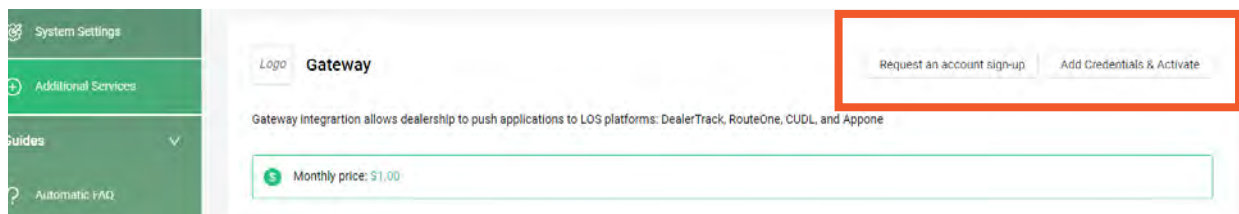
This screenshot is identical to the previous one, but with a confirmation pop-up dialog box overlaid in the center. The dialog box has a green header 'Approve' and contains the text: 'Offer will be approved and sent to Dealership, do you confirm?'. It has two buttons: 'Cancel' and 'Yes, Approve and Send Offer'.

## Save-Only Push Feature

From the menu bar, select **“Additional Services”**.

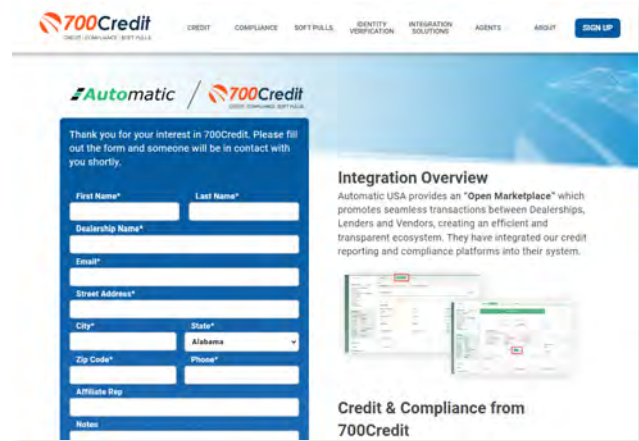


When dealers enter **“Additional Services”** they can select either the **“Request an account sign-up”** or **“Add Credential & Activate”** service.

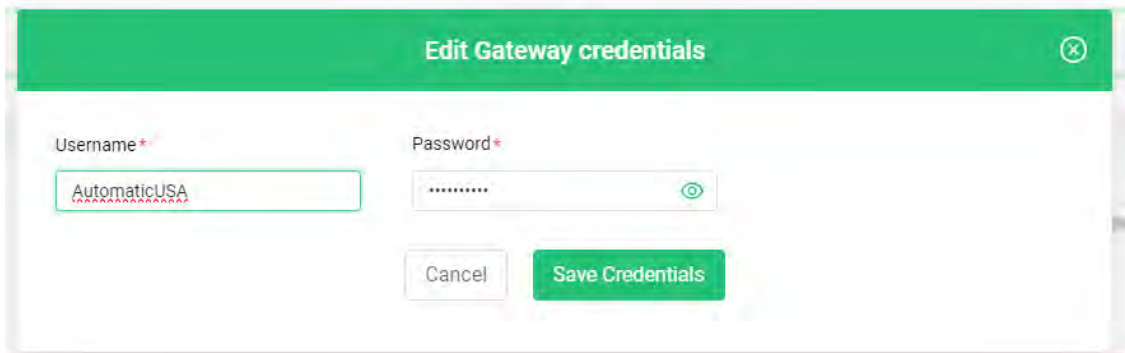


“Request an account sign-up” will bring dealership to the microsite, <https://www.700credit.com/automatic-usa/>.

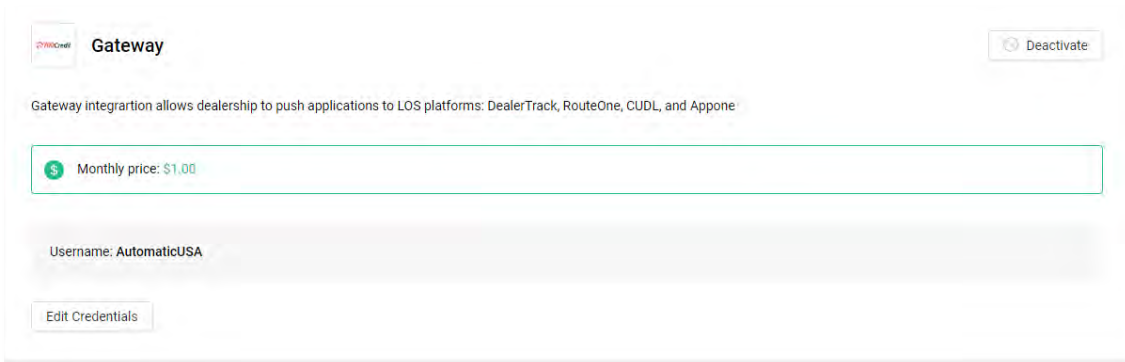
From here, fill out the form on the left side of the screen and a 700Credit representative will contact the dealer.



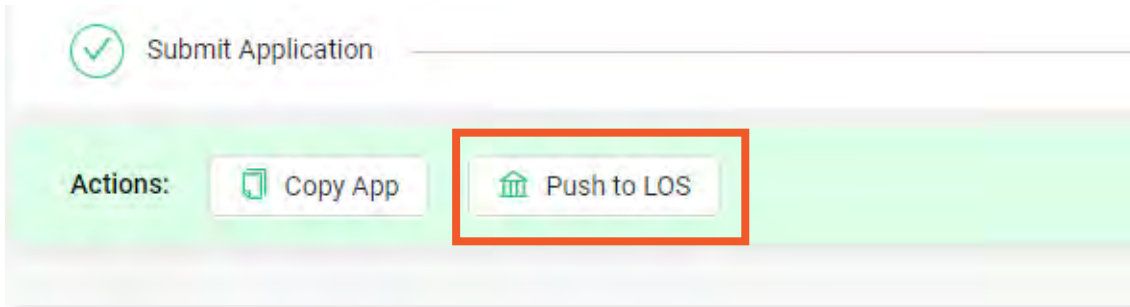
If the dealer selected “Add Credential & Activate” they are provided the screen below. Edit / Enter the appropriate Gateway credentials



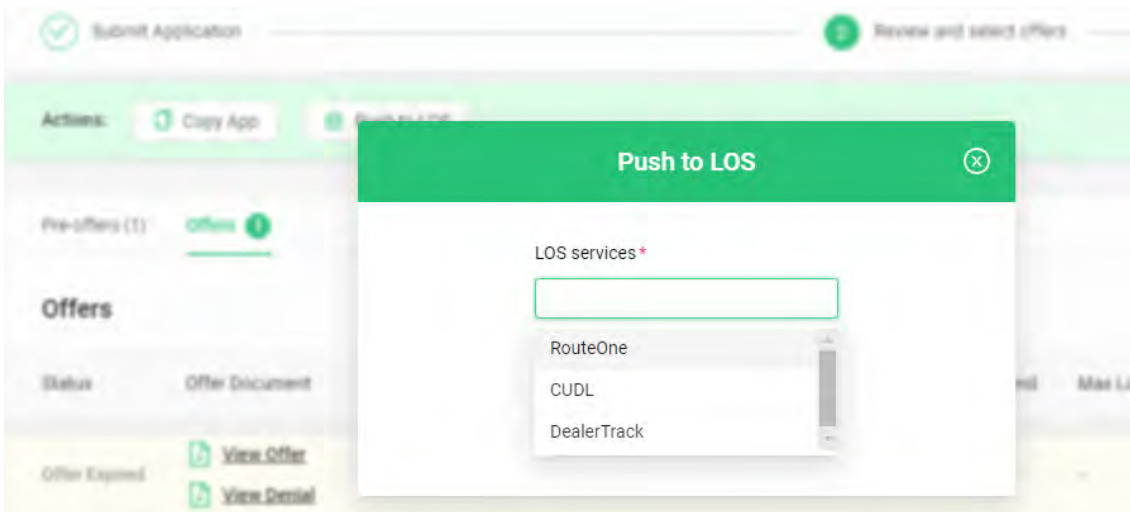
Once credentials are entered, the product is activated.



Applications can be sent to Multiple Finance Source marketplaces.



Dealer selects which finance marketplace to send to.



Applications that are pushed become stored under "Gateway" in the "Offering Section".

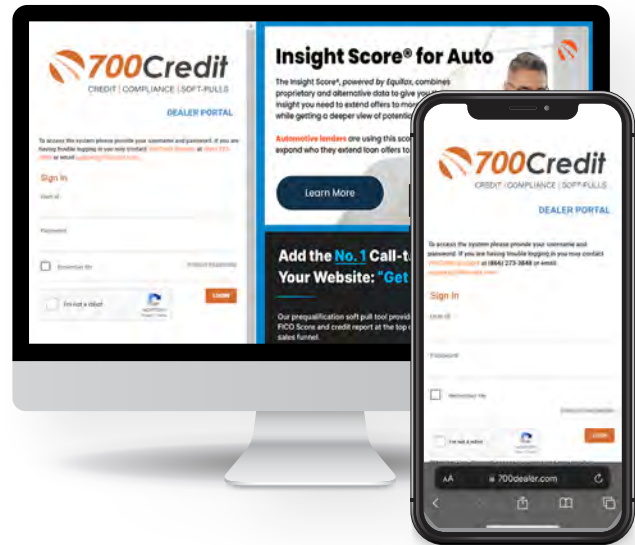
The screenshot shows a table titled 'Gateway' with a search bar and a settings icon. The table contains three rows of application data.

Date Added	Applicant Name	Co-Applicant	LOS Partners	Make	Model	Year	Amount	Application Id
7/3/24	Joseph Gilbert	-	AppOne	GMC	Acadia SL	2012	\$10,175.00	YJ11FC
6/27/24	Donna Medica	-	DealerTrack	GMC	Acadia SL	2012	\$10,175.00	Z9N2PV
7/19/24	Frank Lleeoo	-	RouteOne, CUDL, DealerTrack, AppOne	Ford	Explorer XLS	2004	\$30,175.00	AMD9SJ

## Introduction to 700Dealer.com

All 700Credit dealers have exclusive access to their own personal credit portal hosted at [700Dealer.com](http://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](mailto:support@700credit.com) | (866) 273-3848.



## Viewing Your Leads

After logging into your [700Dealer.com](http://700Dealer.com) 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 full credit report, red flag, and a link to their compliance dashboard.

Year	Month	Year	Month	Year	Month	Year	Month
2018	01	2018	02	2018	03	2018	04
2018	05	2018	06	2018	07	2018	08
2018	09	2018	10	2018	11	2018	12



## Managing Users

Dealers with the appropriate authorization can add, edit and/or delete customers and their credit/lead information with the following simple process:

1. Log in to your [700Dealer.com](http://700Dealer.com) platform using your provided credentials.
2. Click on the “Users” link in the left-hand navigation Administration panel.
3. If editing a user’s credentials, click the “Edit” link attached to the user’s “Action” column.
4. To delete a user, click the “Delete” link.
5. If creating a new user, click on the “Copy” link.

UserID	Name	User Level	User Type	Status	Dealer	City	State	Action
cartercountydcjdui	CJ 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
cartercountydcjdpq	Elend Solutions PQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
cartercountydcjdui	CJ DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
cartercountydcjdc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
cartercountydcjdpq	Elend Solutions PQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	Edit   Delete   Copy
fchavez	Frank Chavez	Dealer Admin	OOE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	Edit   Delete   Copy
keystonechevydui	CU DL Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
keystonechevydc	Drive Centric Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy
keystonechevydpq	Gubaqoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit   Delete   Copy

If you need to alter the information of an applicant's pre-existing profile, select “Edit” attached to the user's listing. From their information profile, dealers can make the desired changes.

Once complete, save the profile before exiting out.

**User Information**

User ID: [text] Password: [password] Retype Password: [password]

First Name: [text] Middle Name: [text] Last Name: [text]

Address: [text] City: [text] State: [dropdown] Phone: [text]

Zip: [text] Tyvek [text] MI [dropdown]

Email Address: [text] [Email Password](#)

**Password Rules:**  
 Password must be at least 10 characters long.  
 Password must contain an uppercase character.  
 Password must contain a lowercase character.  
 Password must contain a numeric character.  
 Password and Retype Password must match.  
 Password shouldn't match with last 13 password

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**User Setup Information**

User Type: [dropdown] User Level: [dropdown] AutoGenerate Letter:

Web User: [dropdown] Dealer Admin: [dropdown]  Read Only

Dealer: [text] Select Default Dealer: [dropdown]

Disable User

From IP: [text] To IP: [Add Another IP Range](#)

Restrict Days of week and time of day access  
 Force Password change on next Login  
 Show in QuickApp Dropdown

Security Questions

Question 1: [text] Answer 1: [text]  
 Question 2: [text] Answer 2: [text]

## Creating a New User

UserID	Name	User Level	User Type	Status	Dealer	City	State	Action
cartercountydcudi	CJ DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
cartercountydc	Eland Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
cartercountydcpq	ElandSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
cartercountyhyucdl	CJ DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
cartercountyhydc	Eland Solutions Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
cchyundaicdpq	ElandSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
fchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Ardmore	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
keystonechevydcudi	CJ DL Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
keystonechevydc	Drive Centric Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>
keystonecgbg	Gubagoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	<a href="#">Edit</a>   <a href="#">Delete</a>   <a href="#">Copy</a>

To create a new user, it is easiest to find a similar user ID from the "Users" mass list, and select the "Copy" action, as highlighted above.

You can then fill in the new user's information into the user profile, as well as make any necessary changes.

**User Information**

UserID: [ ] Password: [ ] BypassPassword: [ ]

First Name: [ ] Middle Name: [ ] Last Name: [ ]

Address: [ ]

Zip: [ ] City: [ ] State: [ ] Phone: [ ]

Email Address: [ ]

**Password Rules:**

- Password must be at least 10 characters long.
- Password must contain an uppercase character.
- Password must contain a lowercase character.
- Password must contain a numeric character.
- Password and Bypass Password must match.
- Password shouldn't match with last 13 password.

**User Setup Information**

User Type: [ ] User Level: [ ]

Web User: [ ] Dealer Admin: [ ] AutoGenerate Letter is on: [ ]

Read Only

Dealer: [ ] Select Default Dealer: [ ]

Disable User

From IP: [ ] To IP: [ ] Add Another Range

Restrict Days of week and time of day access

Force Password change on next Login

Show in QuickApp Dropdown

Security Questions

Question 1: [ ] Answer 1: [ ]

Question 2: [ ] Answer 2: [ ]

Question 3: [ ] Answer 3: [ ]

## Viewing Invoices

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

Locate and select the desired invoice to open its details and view the billing summary.

**Administration** | Invoice Date: 11-11-2018 | Monthly Bills are available for 6 months

**Online Invoicing**

**Billing Summary**

Invoice Number: 605347

Fast Our Balance: \$0.00

Current Activity: \$1295.30

**Invoice Total: \$1295.30**

Online Payments: \$0.00

Auto Payments: \$0.00

Balance due by 12/11/2018: \$1295.30

**Form:**

700Credit Web Login

Auto Pay Setup Form

ACI One Time Payment Authorization Form

CC One Time Payment Authorization Form

Gateway: 700CREDIT & ASSOCIATES LLC

MDH - REG70C

**Applicant List**

**New Applicant**

**Compliance**

**Usage Analysis**

**Administration**

**Dealer Summit**

REGISTER NOW!

ELK GROVE OIA  
8400 LAGUNA GROVE DR  
ELK GROVE, CA 95757

**INVOICE**

**700Credit**

Invoice Number: 605347 | Date: 11/11/2018

## Introduction to Compliance Solutions with 700Credit

Compliance is a daunting task for any dealership, but the key to adhering to the Fair Credit Reporting Act (FCRA) and Equal Credit Opportunity Act (ECOA) regulations is consistency. 700Credit offers an array of products and services in a customized package for your dealership, all of which work to automate your compliance practices, keeping your dealership ready at all times for future audits. In addition to this complete, packaged Compliance Dashboard, we offer Identity Verification and Synthetic ID protection solutions.

## 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
- QuickScan

## 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

Adverse Action Letter Program Monitor		
	#	%
Total Applicants	43	
Letters Mailed	34	79%
Letters Queued to be Mailed	4	9%
Letters Printed Locally	0	0%
Applicants with No Letter Delivered	5	12%
<b>Adverse Letters Delivered/Scheduled</b>	<b>38</b>	<b>88%</b>

Risk Based Pricing Notice Program Monitor		
	#	%
Total Applicants	43	
Notices Mailed	35	81%
Notices Queued to be Mailed	8	14%
Notices Emailed	0	0%
Notices Printed Locally	0	0%
Applicants with No Notice Delivered	2	5%
<b>RBP Notices Delivered/Scheduled</b>	<b>41</b>	<b>95%</b>

Red Flag Program Monitor		
	#	%
<b>Red Flag Alert Status</b>		
Total Applicants With Red Flag	38	46%
Red Flag Clear & Cautions	9	24%
Red Flag Alerts	29	76%
Alerts Unresolved	27	
Alerts Resolved	2	
<a href="#">View Unresolved</a>		
<b>Consumer Alerts</b>		
Fraud Victim and Security Alerts	1	
Active Duty Alerts	0	
<b>ID Verifications</b>		
Complete	0	0%
Incomplete	42	100%
<a href="#">View Incomplete</a>		

Out of Wallet Authentication Program Monitor		
	#	%
Total Applicants	42/29	
<b>Total Applicants with OOW Presented</b>	<b>42</b>	<b>100%</b>
Applicants Passed	3	7%
Applicants Failed	0	0%
Authentication Abandoned	3	7%
Questions Unavailable	36	86%

OFAC Compliance		
	#	%
<b>OFAC Status</b>		
Total Applicants With OFAC	39	
OFAC Alerts	0	0%
OFAC Unresolved	0	
OFAC Resolved	0	

## Compliance for Credit Reports

### What must dealers have in place today:

- Red Flag, which includes OFAC on every applicant, and remediate all alerts.
- Properly provide Adverse Action and Risk Based Pricing notices to consumers.
- Must abide by the regulations, and be able to **PROVE** they abide through monthly audits.

700Credit provides our dealers a comprehensive platform that keeps your business in compliance with every transaction. **Our Compliance Dashboard includes:**

- Red Flag
- Risk Based Pricing Notices
- Adverse Action Notices
- OFAC
- Privacy Notices
- Out of Wallet Questions
- Audit Reports

## Red Flag Regulation

Our Red Flag ID solution is customizable for your dealership's specific needs and provides a total solution to satisfy all Red Flag requirements. This is an automated solution that shows results directly within the credit report. Available with every potential Red Flag alert, 700Credit provides a list of multiple choice "out of wallet" questions that an identity thief would have a hard time answering, allowing you to validate identity without the consumer leaving the dealership.

### What must dealers have in place today:

- Red Flag which includes OFAC on every Applicant, and remediate all alerts
- Properly provide Adverse Action and Risk Based Pricing notices to consumers
- Must abide by the regulations, and be able to PROVE they abide through monthly audits.
- Dealers are required by law to have a WRITTEN Identity Theft Protection POLICY (ITPP) (*700Credit has a template available for you*)
  - This policy must have a training component, a monitoring component, a reporting component and an audit component
- Dealers must have a Compliance Officer identified for your store

## Red Flag: Key Components

- OFAC Database Search
- Address Verification against a Public Record Database
- Fraud Database Check
  - Database contains known fraudulent addresses (*Prisons, mail drops, fraudulent activity in the past, etc.*)
  - Master Death File
  - Social Security Number Validation
- ID Verification Component
- Military Lending Act
- Synthetic ID Fraud

Identity Verification

Name: TEST TEST

Red Flag Score: 99

Score Risk Level: Medium Risk

Status: Out of Wallet Required

Out of Wallet Questions

Section	Result	Alert	Next Steps
> OFAC	✔ Clear		
> ID Match	❗ Alert	Subject not found Last Name: Not Found Address: Not Found SSN: Not Found	Out of Wallet Questions
> Red Flag Alerts	❗ Alert	Zip Code vs City: ZIP Code not issued Zip Code vs State: ZIP Code not issued Issuance Year Status: Not Issued Yet Phone Code vs State: Not available Phone Code vs Zip Code: Not available ZIP code has not been issue SSN likely not issued prior to June 2011	Out of Wallet Questions
> Synthetic ID	-	-	-
> MLA Search	✔ Clear		
> ID Verification	❌ Incomplete	Verification of ID Required	Verify ID

[View Detail Report](#)

## Out of Wallet (OOW) Questions

Out of Wallet (OOW) questions are designed to speed the verification process and keep your customers in your store. When a Red Flag alert occurs, your dealership must validate the person's identity. If you ask an applicant for additional forms of identity and address verification and they have to leave the store, you risk them not coming back.

- **Available:** OOW questions are available instantly and available for every applicant processed through our 700Dealer platform or through our affiliate partner's platform.
- **Added Security:** Multiple choice questions that would be hard for an identity thief to answer.
- **Instant Verification:** If the customer answers the majority of the questions correctly, their identity is verified and the alert is automatically resolved, allowing you to proceed with the transaction.

Out of Wallet Questions

Number of Questions: 1

1. According to our records, are you currently listed in any of the following for areas for credit concerns?

IN PRODUCE  
 RICOULAND  
 RANOCOURT  
 RANOCOURT  
 NONE OF THE ABOVE DOES NOT APPLY

2. Which one of the following could occur when you have a record and credit card. (More than 1 year of the above)

KEYS  
 IDENT NUMBER  
 EVIDENCE NUMBER  
 DONATE TRAVEL MATH  
 NONE OF THE ABOVE DOES NOT APPLY

3. How many times has your mortgage been in arrears for 30 days. (Things which the lender amount to is what your monthly payment is, after only in the regular monthly payment which includes principal, interest, and some expense made in that time and a balance of interest if you have or had a mortgage payment late or in the past, please select "NONE OF THE ABOVE DOES NOT APPLY")

0  
 1-2  
 3-4  
 5-6  
 7-8  
 9-10  
 NONE OF THE ABOVE DOES NOT APPLY

4. How many times a year do you use the following?

1-2  
 3-4  
 5-6  
 7-8  
 9-10  
 NONE OF THE ABOVE DOES NOT APPLY

5. How often do you use the following services?

EVIDENCE  
 IDENT NUMBER  
 IDENT NUMBER  
 IDENT NUMBER  
 NONE OF THE ABOVE DOES NOT APPLY

## Risk-Based Pricing Notices

The Risk-Based Pricing Regulation affects dealerships whether or not they pull a credit report on their customers. The regulation is intended to improve the accuracy of credit information by alerting those consumers who may have negative information existing on their credit file.

Consumers are provided their score, how their score ranks nationally and some educational information on how to obtain a copy of their report and what to do if they find inaccurate information.



- Compliance is automated for this regulation
- Generated instantly with every credit report pulled
- Dealers can print or email from within the view credit report window
- Any consumer that the notice was not printed or emailed to, will be mailed their notice by the 700Credit mailhouse. Ensures people who never make it to the Finance office will receive a copy.
- Included in the Compliance Dashboard report to monitor activity
- RBPN Audit report available that shows every consumer who's credit file was access and how and when each consumer received their notice.

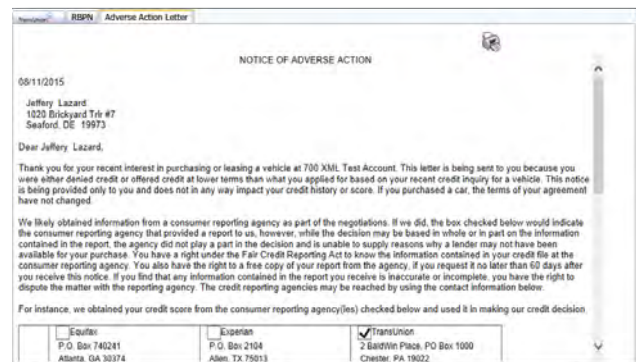
### RBPN: Recommended Best Practices

- Consider a process where the RBPN is presented to the consumer during signing ceremony and have the consumer sign a copy and place in Deal Jacket.
- Add to your monthly audit check list that you utilize when auditing deal jackets.
- Consider delegating personnel to review notices that have not been delivered and emailing them to the consumer.
- Utilize the dashboard to monitor for printing and emailing of the RBPN, minimizing costs from RBPN's being mailed to the customer.
- The RBPN audit report can be run to show every customer a credit report was run on and how their RBPN was delivered.

## Adverse Action Notices

Dealerships are considered creditors and are responsible for providing Adverse Action notices to customers that were not offered financing or consumers who were offered alternative financing but denied the offer. 700Credit has a solution that automatically keeps your dealership in compliance with Adverse Action obligations.

- Generated instantly with every report
- Stored on 700Dealer.com system
- Included in Compliance Dashboard report
- Print or email to the consumer
- Mailhouse supported



### Adverse Action: Recommended Best Practices

- Review 700Credit's automation methods for minimizing manual efforts
  - Scorecard cutoffs, so top credit tier consumers never receive a notice
  - Automate the mailing of the notices for those consumers not mailed or emailed notices
- Add to your monthly audit check list that you utilize when auditing Dead deal jackets.
- Consider delegating personnel to review consumers who did not purchase a car for notices that have not been delivered and emailing them to the consumer.
- Utilize the dashboard to monitor for printing and emailing of the Adverse Action, minimizing costs from Adverse Action Notice's being mailed to the customer.
- The Adverse Action audit report can be run to show every customer a credit report was run on and how their Adverse Action was delivered.

## OFAC Search

OFAC is a department within the U.S. Treasury, the Office of Foreign Assets Control (OFAC), and is responsible for administering and enforcing economic sanctions against suspected terrorists, drug dealers and money launderers.

Specifically, OFAC is a database which identifies Specially Designated Nationals (SDN) – those individuals or businesses linked with illegal activities – with whom an entity, including dealerships, are prohibited from doing business. This includes cash deals.

700Credit’s quick and easy OFAC solution screens your customers against the OFAC database with every transaction.

If a match occurs, 700Credit will assist your dealership employees with the necessary steps to remain compliant with the federal government’s regulations.

A “next steps” link will appear with instructions on how to resolve the issue, as shown to the right.

**Identity Verification**  
 Name: DAVID W CAMPBELL  
 Red Flag Score: 46  
 Score Risk Level: High Risk  
 Status: OFAC Resolution Required  
 Synthetic ID Level: Low Risk

Section	Result	Alert
OFAC	Alert	Matches to full name only
ID Match	Clear	
Red Flag Alerts	Clear	
Synthetic ID	Clear	
MLA Search		
ID Verification	Incomplete	Verification of ID Required

**Next Steps:**  
 OFAC Instructions

**Identity Verification Detailed Report**  
 Red Flag Score Summary  
 Risk Level: High Risk  
 Red Flag Score: 46  
 Validation Score: 43  
 Verification Score: 47

**OFAC Search**

Result	Alert
Alert	CAMPBELL, David (a.k.a. CAMPBELL, LICONA, David Elias; a.k.a. PEREZ PAZ, Jorge Eduardo; a.k.a. VIEJO DAN, a.k.a. DON DAVID; Nicaragua; DOB 18 Mar 1967; alt. DOB 20 Oct 1967; alt. DOB 02 Jan 1964; POB San Pedro Sula, Honduras; nationality Honduras; Numero de Identidad 0501-1967-02094 (Honduras); Gender Male; (Linked To: MS-13) DAVID W CAMPBELL [TCO] Match Score: 12.59

## OFAC Instructions

When you click on the link highlighted to the right, in the OFAC report, returns the following U.S. Department of the Treasury page.

**OFAC Report**  
 Search Results: NICHOLE CRAO  
 # of Hits: 1  
 Name: NICHOLE CRAO

**Name:** ILJU CHO  
**Score:** Not Available  
**Program:** DPRK2  
**Aliases:** a.k.a., Il Woo CHO  
 a.k.a., CHOI CHO  
 a.k.a., Choi JO  
 Korea, North

**Addresses:** To get more information on what to do w/ OFAC Hits, go to the below link provided by the US Government:  
[http://www.usdtreas.gov/resource-center/tags/Sanctions/Pages/faq\\_compliance.aspx#match](http://www.usdtreas.gov/resource-center/tags/Sanctions/Pages/faq_compliance.aspx#match)

Question #5 on this page is the attached US Treasury Department OFAC Instructions document. The US Treasury document has more details than our 700Credit document.

**Office of Foreign Assets Control**  
 Frequently Asked Questions

SEARCH FAQS

**FEATURED FAQS**  
 1. How does OFAC determine if an individual is a Specially Designated National (SDN)?  
 2. How does OFAC determine if an individual is a Specially Designated Local National (SDLN)?  
 3. How does OFAC determine if an individual is a Specially Designated Global National (SDGN)?



## OFAC Cleared

After you clear an OFAC hit, the system will capture who cleared the ofac, date and time.

The override reasons will also be captured.

The screenshot displays the 700Credit Identity Verification interface for a user named LEON SANCHEZ. The overall status is 'ID Verification Required' with a 'Red Flag Score: 41' and 'Score Risk Level: High Risk'. A color-coded risk bar shows a high-risk level. Below this, a table lists various verification sections:

Section	Result	Alert	Next Steps
OFAC	Clear	Match to full name only	--
ID Match	Clear		--
Red Flag Alerts	Clear		--
Synthetic ID	Clear		--
MLA Search	Clear		--
ID Verification	Incomplete	Verification of ID Required	Verify ID

Below the table is a 'Hide Detail Report' button. The 'Identity Verification Detailed Report' section shows a 'Red Flag Score Summary' with a 'Risk Level: High Risk' and 'Status: ID Verification Required'. It lists scores for Red Flag (41), Validation (59), and Verification (71). The 'OFAC Search' section shows a 'Clear' result with a green checkmark. The alert details include: 'MONTOYA SANCHEZ, Diego Leon, Diagonal 27 No. 27-104, Cali, Colombia; c/o INVERSIONES LA QUINTA Y CIA. LTDA., Cali, Colombia; c/o LADRILLERA LA CANDELARIA LTDA., Cali, Colombia; c/o MONTOYA LUNA E HIJOS Y CIA. S.C.S., Cali, Colombia; DOB 11 Jan 1958; POB Trujillo, Valle, Colombia; Passport 16348515 (Colombia); Cedula No. 16348515 (Colombia) LEON SANCHEZ [SDNT] Match Score:12.50'. At the bottom, it states 'OFAC alert was cleared', 'Verified User Name: FinanceExpress Interface', and 'Date and Time: 4/18/2023 1:53:57 PM'. A red arrow points to the 'Clear' result in the OFAC Search section.

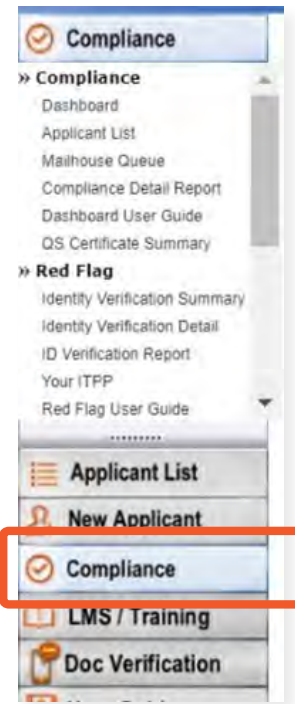
### OFAC Search: Recommended Best Practices

- OFAC Should be pulled on every person you sell a car to. It is included in 700Credit’s Identity Verification product.
- You need to ensure you are running OFAC on cash deals
- If an OFAC hit occurs, click on the details link and evaluate the result details
- Look for DOB and compare to the DOB of your applicant. Look at the names listed and see if a match. If it is not your applicant, select the override OFAC button and record your reasons for overriding
- If it looks like it is your applicant follow the link to the government web site to report your hit.
- Ensure your finance office is reviewing the results of the ID Verification product which contains the OFAC search
- Consider placing a copy of the ID Verification Summary in the deal jacket to ensure finance office is reviewing and remediating results and add to your monthly audit check list that you utilize when auditing deal jackets.
- Utilize the dashboard to monitor for OFAC hits so that you can proactively investigate hits before end of month audit.
- The OFAC audit report can be run to ensure all OFACS were resolved

## Viewing Audit Reports

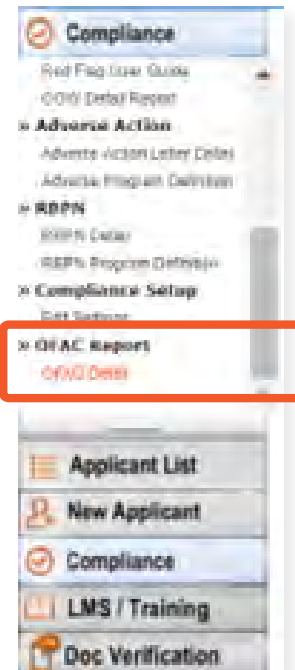
To access your audit reports, first log into your [700Dealer.com](https://700Dealer.com) platform.

Locate the “**Compliance**” menu item in the left-side navigation panel.



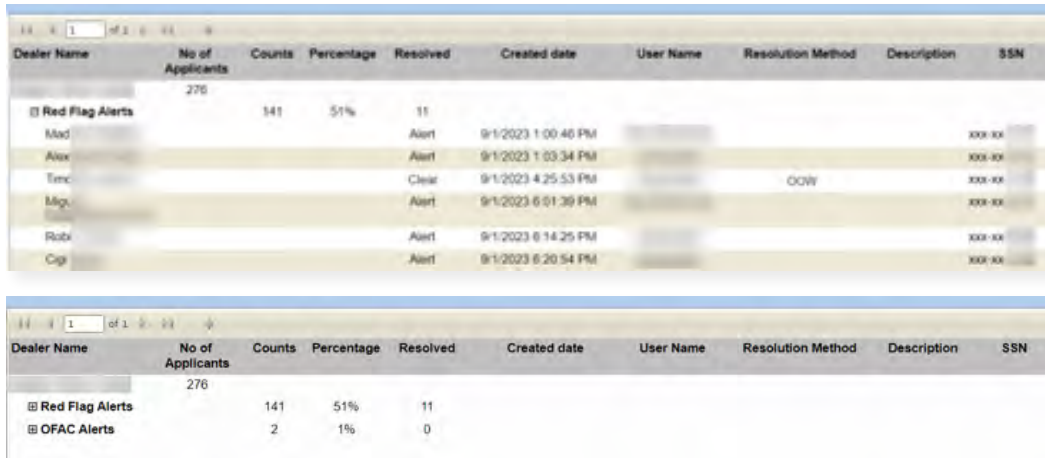
Using the scroll bar, scroll down to the “**Detail Report**” you would like to see:

1. Out of Wallet Detail Report
2. Adverse Action Letter Detail
3. RPBN Detail
4. OFAC Detail



Click on the report you would like to view.

**RED FLAG REPORT:**



Dealer Name	No of Applicants	Counts	Percentage	Resolved	Created date	User Name	Resolution Method	Description	SSN
	276								
<input checked="" type="checkbox"/> Red Flag Alerts		141	51%	11					
Mad				Alert	9/1/2023 1:00:46 PM				XXX-XX
Alex				Alert	9/1/2023 1:03:34 PM				XXX-XX
Eric				Clear	9/1/2023 4:25:53 PM		OOV		XXX-XX
Mgr				Alert	9/1/2023 6:01:39 PM				XXX-XX
Robi				Alert	9/1/2023 6:14:25 PM				XXX-XX
Cgr				Alert	9/1/2023 6:20:54 PM				XXX-XX

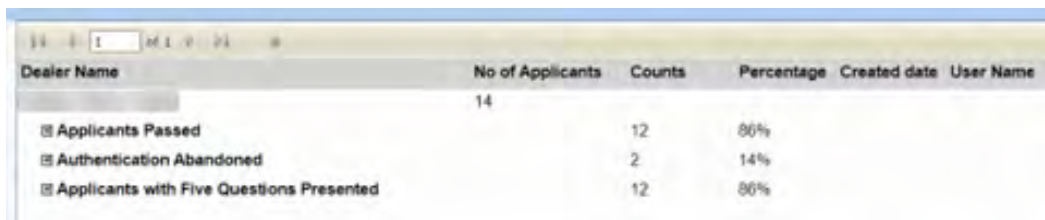
Dealer Name	No of Applicants	Counts	Percentage	Resolved	Created date	User Name	Resolution Method	Description	SSN
	276								
<input checked="" type="checkbox"/> Red Flag Alerts		141	51%	11					
<input checked="" type="checkbox"/> OFAC Alerts		2	1%	0					

**IDENTITY VERIFICATION REPORT:**



Date	Time	Dealer Name	Applicant Name	User Name	Status
09/01/2023	11:54:04		JAN		Incomplete
09/01/2023	12:56:28		Ma		Incomplete
09/01/2023	13:00:46		Ma		Incomplete
09/01/2023	13:03:34		Ale		Incomplete
09/01/2023	14:13:11		Bro		Verified
09/01/2023	15:19:38		Kur		Incomplete

**OUT OF WALLET REPORT:**



Dealer Name	No of Applicants	Counts	Percentage	Created date	User Name
	14				
<input checked="" type="checkbox"/> Applicants Passed		12	86%		
<input checked="" type="checkbox"/> Authentication Abandoned		2	14%		
<input checked="" type="checkbox"/> Applicants with Five Questions Presented		12	86%		

**RISK-BASED PRICING NOTICE REPORT:**

Dealer Name	App Date	Name	No of Applicants	No of notices Delivered	Print Local	Mail House	EMAIL	Queued Date	Credit Score
Totals			286	286	167	0	0	116	
	09/01/2023	Ale			09/01/2023				EFX(669)TU(638)XPN(649)
	09/01/2023	Anr			09/01/2023				EFX(864)TU(XPN)
	09/01/2023	Bre			09/01/2023				EFX(842)TU(864)XPN(837)
	09/01/2023	Chu					09/17/2023		EFX(481)
	09/01/2023	Cig					09/17/2023		EFX(549)TU(492)XPN(502)
	09/01/2023	Da			09/01/2023				EFX(824)TU(645)XPN(640)

**ADVERSE ACTION REPORT:**

Dealer Name	App Date	Name	No of Applicants	No of Letters Delivered	Print Local	Mail House	Queued Date	Credit Score
Totals			286	286	0	0	286	
	09/01/2023	Ale					09/17/2023	EFX(669)TU(638)XPN(649)
	09/01/2023	Anr					09/17/2023	EFX(864)TU(XPN)
	09/01/2023	Bre					09/17/2023	EFX(842)TU(864)XPN(837)
	09/01/2023	Chu					09/17/2023	EFX(481)
	09/01/2023	Cig					09/17/2023	EFX(549)TU(492)XPN(502)
	09/01/2023	Da					09/17/2023	EFX(824)TU(645)XPN(640)

**OFAC REPORT:**

Dealer Name	No of Applicants	Counts	Percentage	Resolved	Created date	User Name	Verified User
298							
<input checked="" type="checkbox"/> OFAC Alerts		2	1%	0			
<input checked="" type="checkbox"/> OFAC Clear		296	99%	0			

You should have been sent your [700Dealer.com](https://www.700Dealer.com) login credentials in one of our welcome emails to you. If you cannot locate your credentials or have any other questions about the integration, please reach out to our 24/7 support team at: (866) 273-3848 (Option 4) or [support@700Credit.com](mailto:support@700Credit.com).