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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 23,000 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.

Carsforsale.com® has integrated our soft pull prequalification (QuickQualify) solution into their Carsforsale.com® and SiteFLEX™ websites. This brief guide will walk you through the multiple ways a consumer can get prequalified and how dealers can view their lead data. If you have any questions, please feel free to reach out to our 24/7 support desk at: (866) 273-3848 or email us at: support@700Credit.com.





Introduction to QuickQualify

QuickQualify is a soft pull prequalification solution which places a soft inquiry on the consumer's file, that does not require a consumer's SSN or DoB - only name and address required. For each consumer that fills out the prequalification form and gets preapproved, dealers receive:

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

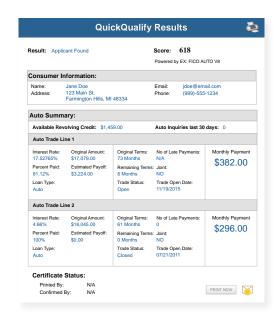
You can use this information to put the consumer in the right vehicle with the right financing, right away!

Credit Report Option

With our QuickQualify platform, dealers have the option of either getting the soft pull prequalification results as shown above, or you can opt to receive a full credit file from all three bureaus: **Equifax**, **TransUnion**, and **Experian**.

We **STRONGLY** suggest you set up your prequalification bureau to match the bureau and scorecard that matches your credit bureau used in your F&I Office.

Note: This report can only be used for information purposes and **CANNOT** be used to fund the deal.





Above is an example of our HTML Credit Report. This image was split for display purposes but will normally provide dealers with a complete, single view.





QuickMobile App (Dealer Mobile App)

Dealers are also able to receive immediate access to QuickScan lead information through the 700Credit **QuickMobile App**.

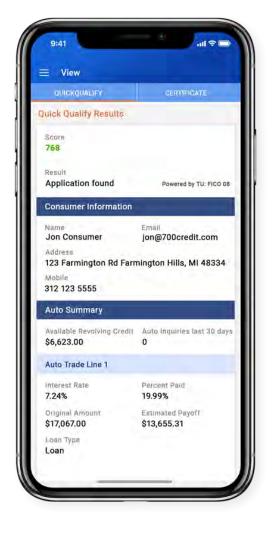
Specifically designed for dealers to manage their soft pull leads (*QuickQualify and QuickScan*) from a single, safe platform. It protects your consumer's information with a **secure login screen** and available at anytime on your own mobile or tablet device. .

- Receive direct mobile notifications when consumers complete the QuickQualify web form or QuickScan process.
- Optimize interactions with your consumers through one-click text response and mobile dialing.
- Immediate access to view all applicants and their credit score, credit file information, and QuickScan results.
- Stay organized by settting filters to view leads from only a specific period of time.
- Text or email the QuickQualify soft pull or QuickScan driver's license authentication forms directly to the consumer.

The **700Credit QuickMobile Dealer App** is offered at no charge and can be downloaded from the Apple and Android App Stores by searching for "**700Credit**" or by scanning the qr codes to the right.

Note: Installing the app does require your correct email address or cell phone be setup on your account to verify your user ID.

Contact our support team for assistance: (866) 273-3848 or support@700credit.com.













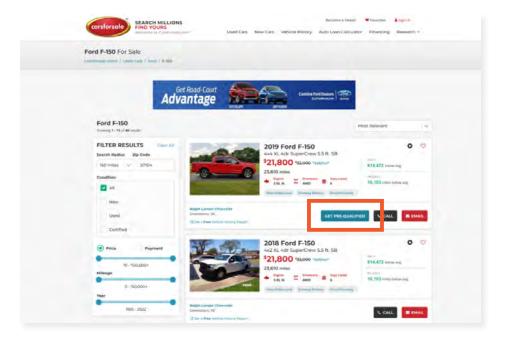


700Credit & Carsforsale.com®/SiteFLEX™ Integration

Carsforsale.com Website: Consumer's Prequalification Experience

This section will walk you through the process of a consumer utilizing the Carsforsale.com digital shopping platform to shop for their vehicle, and how they can get prequalified. The process explained in this section begins in the SRP, however users may also locate the prequalification banners in other locations on the Carsforsale.com digital shopping platform, such as the VDP.

Starting in the SRP, locate the desired vehicle and select the "GET PRE-QUALIFIED" button (circled below).



Note: As shown above, only certain listings will have the "**Get Prequalified**" button available. Dealers utilizing Carsforsale.com who are not signed up with 700Credit's prequalification solution will not have a "**Get Prequalified**" option on their SRP listing.

A prequalification form will appear in a pop-up, the consumer will provide all required information, and agree to the terms and conditions.

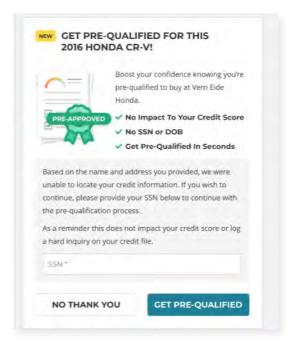
Once they are ready to submit, click "GET PRE-QUALIFIED".





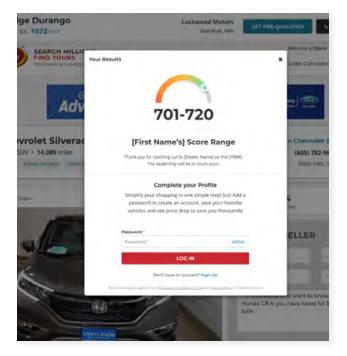


In the case the consumer's credit file cannot be located from the provided personal information, they are given the opportunity to submit their SSN.



In the case the consumer chooses to provide their SSN, they will then be provided with their FICO score range.

The consumer has now completed their part of the prequalification process, and are informed the dealership will be contacting them soon.







SiteFLEX™ Platform: Consumer's Prequalification Experience

Carsforsale.com also offers its users the opportunity to build their own website with their platform, SiteFLEX™. This dealer website paltform lets dealerships create custom websites, either from scratch or using one of the many templates CFS has to offer, as well as host all of their 700Credit products.

Below are multiple locations where a shopper can locate a prequalification banner and/or button including, homepage (top), SRP (middle), and VDP (bottom).













A pop-up window with a prequalification form will appear.

The consumer will provide all required personal information including, first/last name, address, email and phone number.

Finally, they will agree to the terms and conditions and click "Get Pre-Qualified".

Get Pre-Qualified in Seconds!

Boot your confidence knowing you're pre-qualified to buy.

No Impact To Your Credit Score

No SSN or DOB

Of Pre-Qualified in Seconds

First Name*

Last Name*

Last Name*

Last Name*

City*

State*

Zip*

City*

State*

Phone*

Email*

Phone*

Email*

Phone*

Email*

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Last Name*

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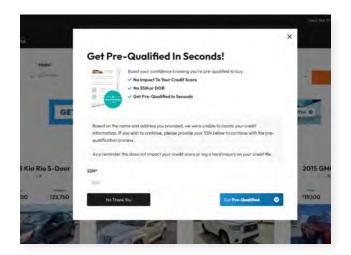
Last Name*

Last Name*

Sup*

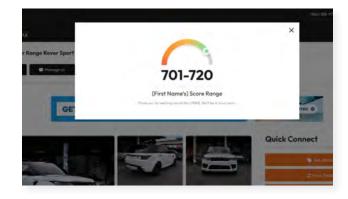
In the case the system is not able to locate a consumer's credit information based on the provided name/address, the consumer is given the opportunity to submit their SSN.

Reminder: Providing an SSN in this situation does not impact a consumer's credit score.



In the case the consumer chooses to provide their SSN, they will then be provided with their FICO score range.

The consumer has now completed their part of the prequalification process, and are informed the dealership will be contacting them soon.

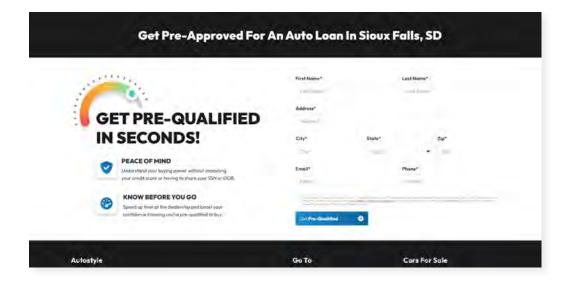






With SiteFLEX $^{\text{\tiny{M}}}$, dealers are by default provided a unique landing page on their website for a prequalification form.

Consumers who prequalify using this method will be walked through the same process as explained in both of the previous sections.

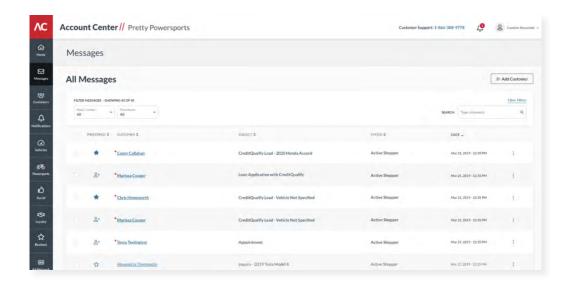




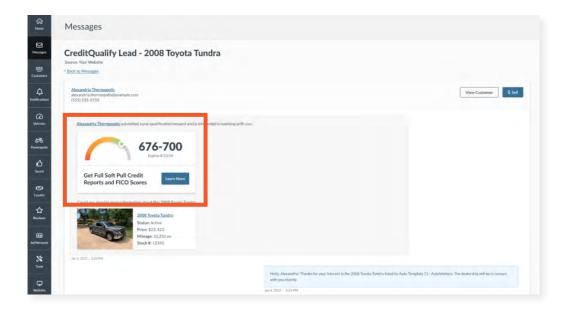


Viewing Lead Results in My Account Center

After logging into My Account Center, dealers can view their leads' prequalification information by clicking on "Messages" in the left-hand navigation bar, as shown below. Locate and select the desired lead from the message inbox provided.



Users will immediately be provided with the consumer's FICO score range, as shown below in the message inbox.

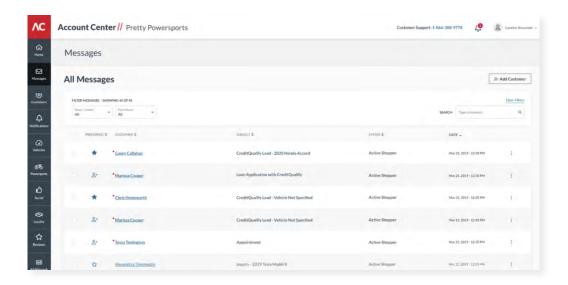




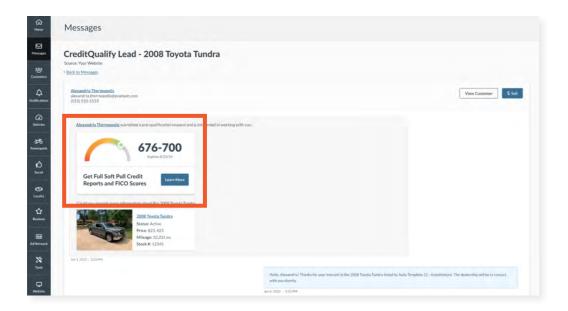


Requesting a 700Credit QuickQualify Report

Dealers using Carsforsale.com are defaulted to only receiving a **FICO** score range. However, they do have the ability to request the applicant's full 700Credit QuickQualify report within the Carsforsale.com platform. To do so, first locate the desired applicant from the message inbox.



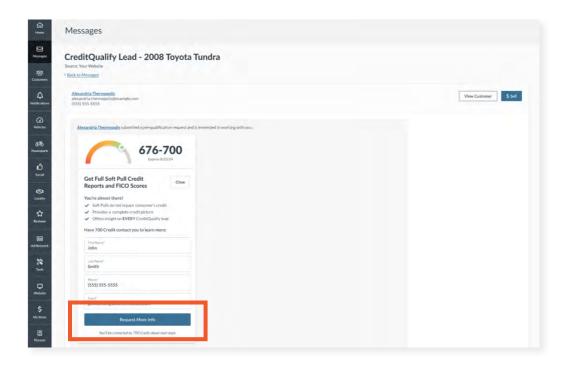
As previously shown, users are provided with the consumer's FICO score range. Click the "Learn More" button.



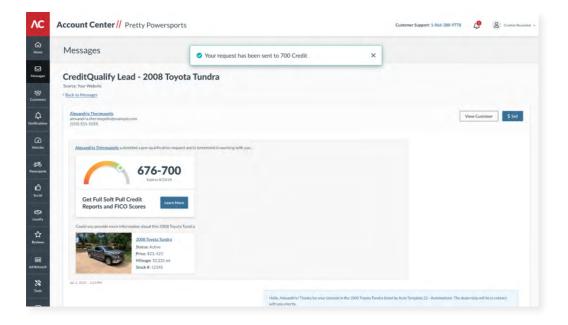




The report will expand, opening a form for the dealer to include their basic information (first/last name, phone number and email. To request the full prequalification (QuickQualify) report from a 700Credit's salesperson, click "Request More Info".



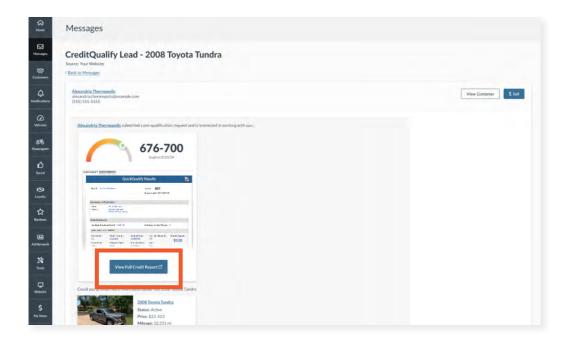
A pop-up message will appear at the top of the screen informing the dealer the request has been sent to 700Credit.







Once the Dealer has signed up with 700Credit and their credentials sent to CFS, all future leads will include the score range and full Report. Click "View Full Credit Report" to open the report in an iframe/new window.



Utilizing the tabs at the top of the iframe, dealers can pan between viewing the prequalification results and full credit report.







Introduction to 700Dealer.com

All 700Credit dealers have exclusive access to their own personal credit portal hosted at 700Dealer.com. The unique platform provides dealers a single tool to seamlessly navigate and monitor credit data from all of their solutions; including, credit reports, compliance and soft pull solutions, ID verification and driver's license authentication platforms.

You should have received your username and password in a welcome email from our team. If you did not receive this email, or have misplaced it, please contact our support department at:

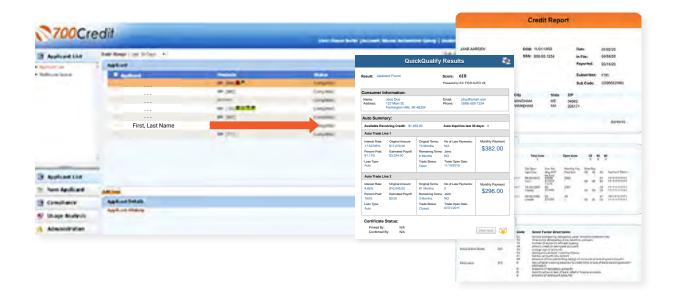
support@700credit.com | (886) 273-3848.



Viewing Your Leads

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



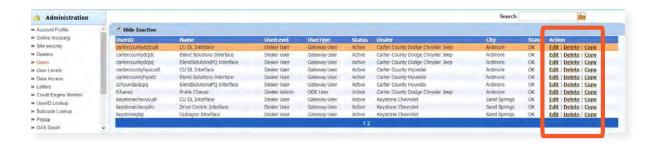




Managing Users

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** platform using your provided credentials.
- 2. Click on the "Users" link in the left-hand navigation "Administration" panel.
- 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.



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

Once complete, save the profile before exiting out.





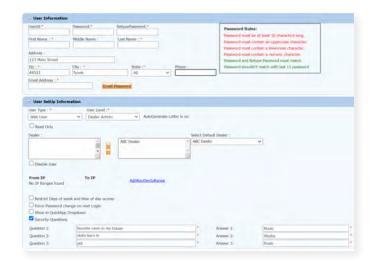


Creating a New User



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.



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.

