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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.

Pre-Pair has integrated our credit, compliance and soft pull prequalification solution (QuickQualify) into their platform. This brief guide will walk you through the consumer's experience getting prequalified and how to view the results, as well as how to pull/view credit reports. If you have any questions, please call our 24/7/365 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

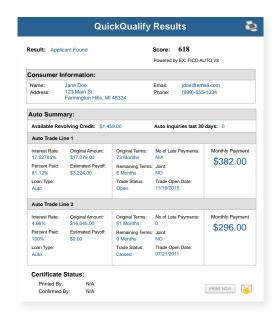
You can use this information to put the consumer in the right vehicle with the right financing, right away!

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**.

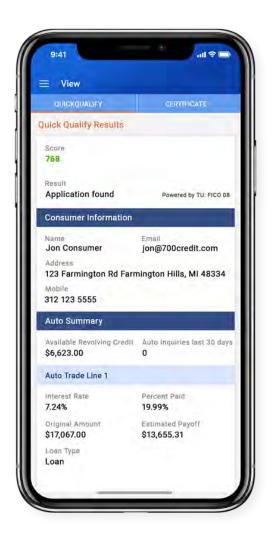
Specifically designed for dealers to manage their soft pull leads (*QuickQualify and QuickScan*) from a single, safe platform. It protects your consumer's information with a **secure login screen** and available at anytime on your own mobile or tablet device. .

- 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 settling filters to view leads from only a specific period of time.
- Text or email the QuickQualify soft pull or QuickScan driver's license authentication forms directly to the consumer.

The **700Credit QuickMobile Dealer App** is offered at no charge and can be downloaded from the Apple and Android App Stores by searching for "**700Credit**" or by scanning the gr 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 & Pre-Pair Prequalification Integration

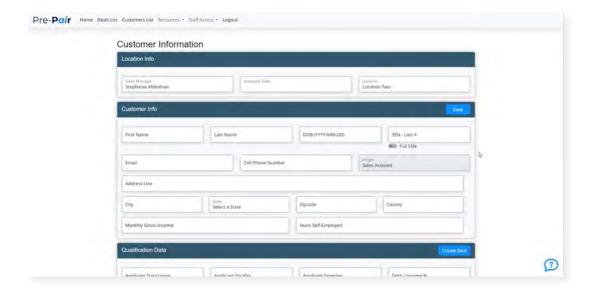
Consumer Prequalification Experience: In-Person

The user is brought to the screen shown below where they will either "Create a New Deal" or "Create a New Customer". If a dealer already has the customer in the Pre-Pair system (ex. shopper scanned a QR code in the dealership) click "Create a New Deal". If this is a new customer/lead, click "Create a New Customer"



A form is presented to the user where they will first provide basic 'deal creation' information; salesperson/F&I manager assigned, Desking/Deal ID, dealership location, etc.

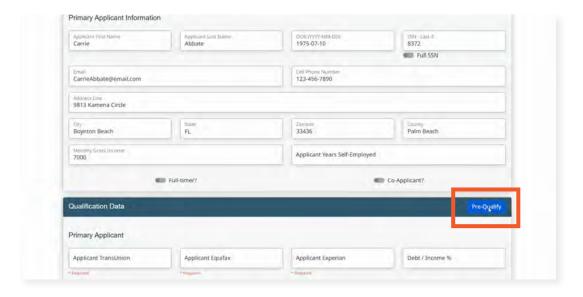
Next, enter the consumer's basic personal information; first/last name, DOB, SSN (Last 4 digits & optional), email address, phone number, home/physical address, etc. Click "Save".







After all required information has been provided, scroll down to the "Qualification Data" section, and click the blue "Pre-Qualify" button, as circled below.



A QR code is presented on screen for the consumer to scan with their personal device. They are brought to the prequalification consent form to read/review and acknowledge.

Once the consumer's portion of the task is successfully complete, the screen below will automatically update and move the users forward in the process (see next page).

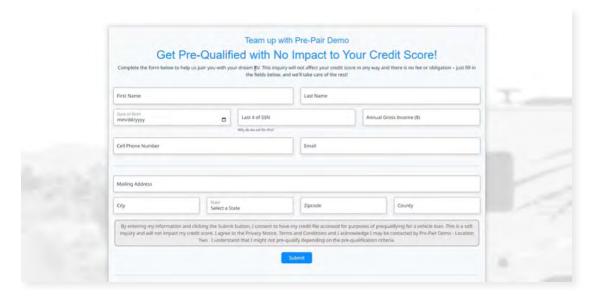
Or dealers can exit out by selecting "End Client View" and re-visit/open the deal anytime later (ex. Pause the prequalification process to take a test-drive first).







Below is the consent form delivered via the QR code. The consumer will review the PPI information auto-populated in the form, agree to the terms and conditions, and then click "Submit".



While the consumer complete the form, the dealer-facing screen will communicate that it is waiting on them before moving forward.

The screen will automatically update to the example below after the consumer successfully submits the consent form. Click the "Return to Deal. Ready!" button.

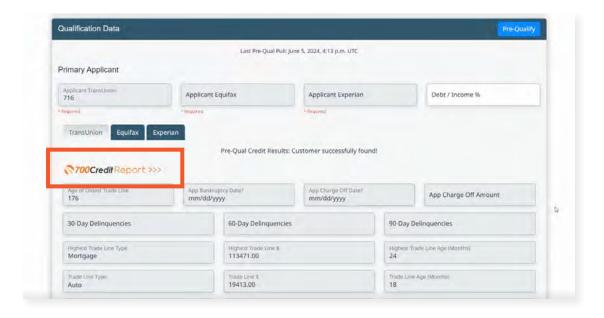




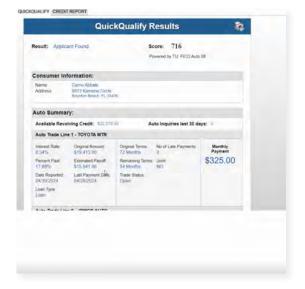


The dealer is returned to the deal profile. Scroll down to the "Qualification Data" section, where the form is auto-populated with all the consumer's personal info.

To view 700Credit's prequalification report, click the "700Credit Report >>>" logo, as circled below.



700Credit's soft pull, prequalification (QuickQualify) results will appear on screen in an iframe. Dealers can utilize the tabs at the top of the iframe to pan between the soft and hard pull (full credit file) reports.









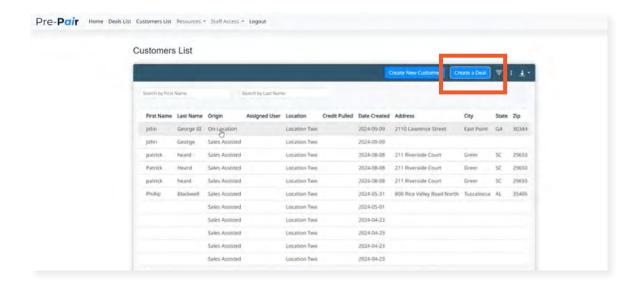
Consumer Prequalification Experience: Self-Service QR Code

Consumers can also self service the prequalification experience via QR codes within the dealership or online. In the case the consumer scans a QR code using their mobile phone, they will be brought to the following form to provide the required information.



The sales manager will then receive an email alert letting them know about the new customer. Go to "Customer List" at the top of the home page to see the existing customers, as well as the new one.

Click "Create a Deal", as highlighted below.

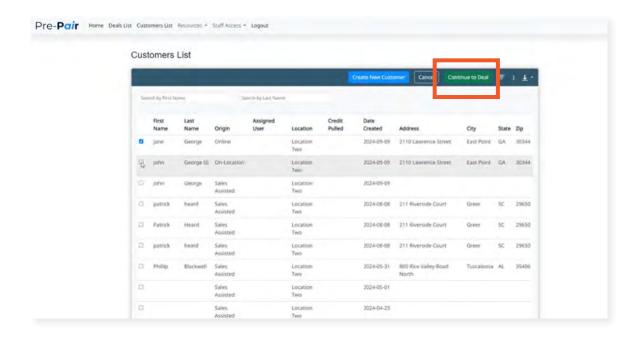




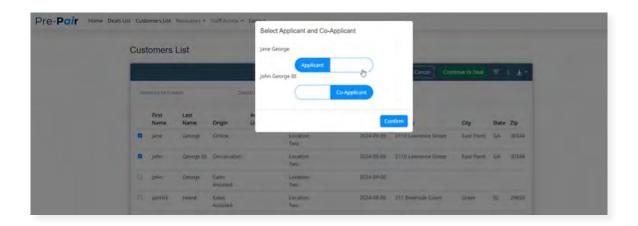


Check the applicant name(s) who will be included on the deal. Dealers can select more than one customer if they want to include both a buyer and co-buyer.

Click "Continue to Deal".



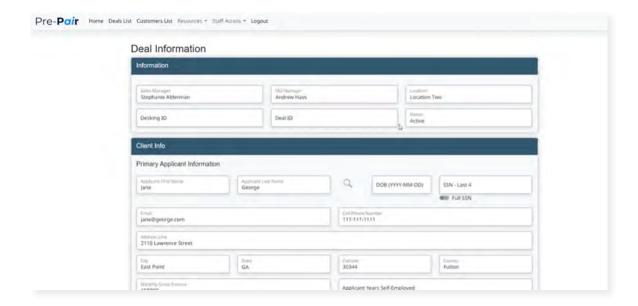
If more than one applicant was selected, the dealer is prompted to designate the buyer and co-buyer.



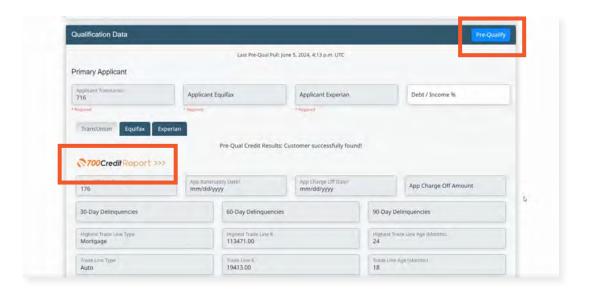




The applicant information will then auto-populate into the new deal form.



To view the applicant's prequalification information via the self-service QR code, the dealer can scroll down to the "Qualification Data" section, and view the auto-filled prequalification information, as well as view the 700Credit's prequalification and full credit report by clicking the "700Credit Report >>>" logo.

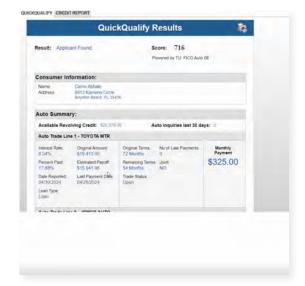


Note: Dealers can also re-pull a soft pull, prequalification utilizing the blue "**Pre-Qualify**" button at the top of the "**Qualification Data**" section.





700Credit's soft pull, prequalification (QuickQualify) results will appear on screen in an iframe. Dealers can utilize the tabs at the top of the iframe to pan between the soft pull and full credit file reports.



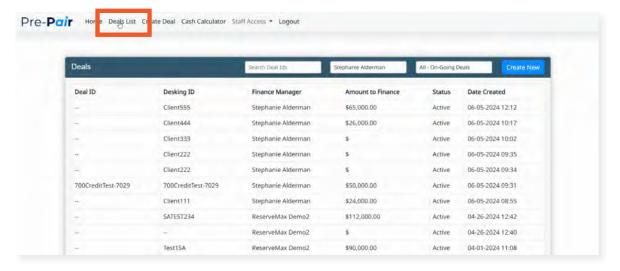




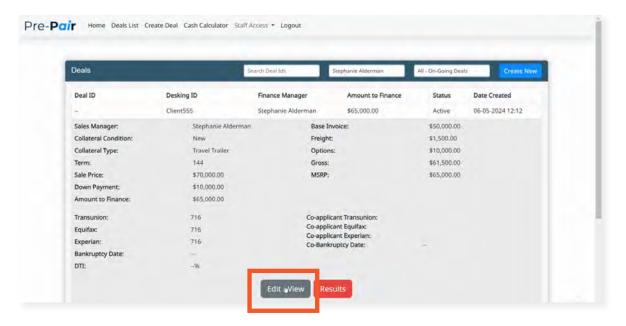


View Previously Pulled Reports

To view previously pulled reports, click "Deals List" in the top navigation bar, and then selected the desired deal from the mass list presented.



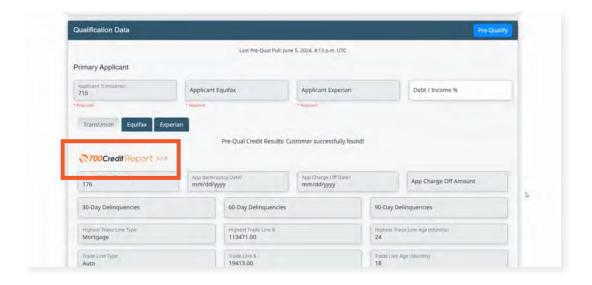
Click "Edit/View", as circled below.



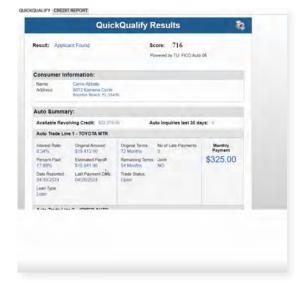




One again, the dealer can scroll down to the "Qualification Data" section, and view the auto-filled prequalification information, as well as view the 700Credit's prequalification and full credit report by clicking the "700Credit Report >>>" logo.



700Credit's soft pull, prequalification (QuickQualify) results will appear on screen in an iframe. Dealers can utilize the tabs at the top of the iframe to pan between the soft and hard pull (full credit file) reports.







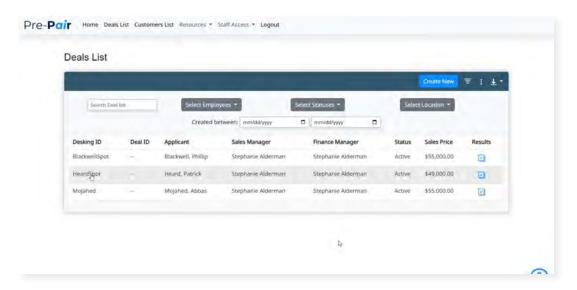


Pulling Credit in Pre-Pair

Starting in the home dashboard, select "Deals List" in the top navigation bar.



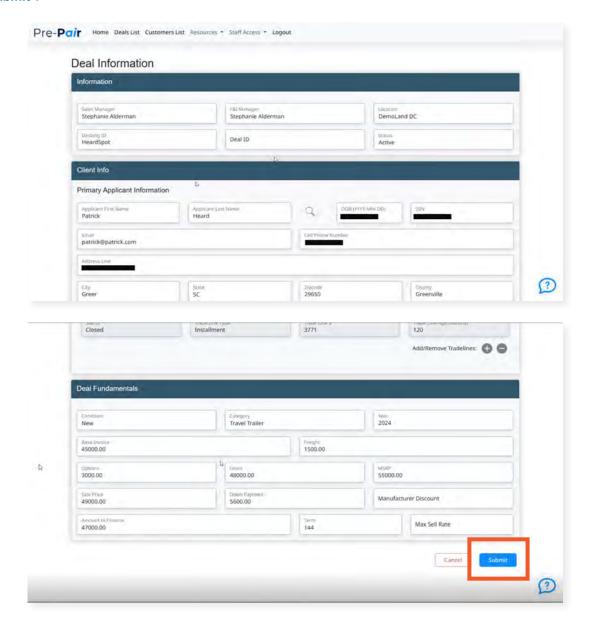
Select the desired customer from the list.







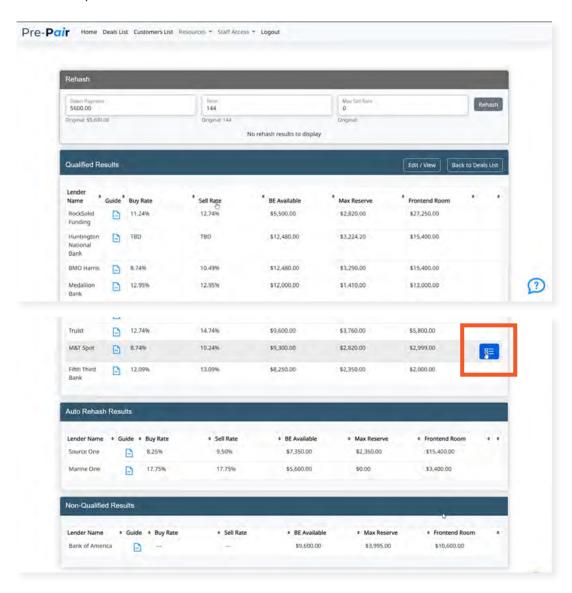
The dealer is brought to the consumer's deal information. This is where a dealer can view the prequalification results (see previous section) from up to 3 bureaus. Scroll to the bottom and click "Submit".





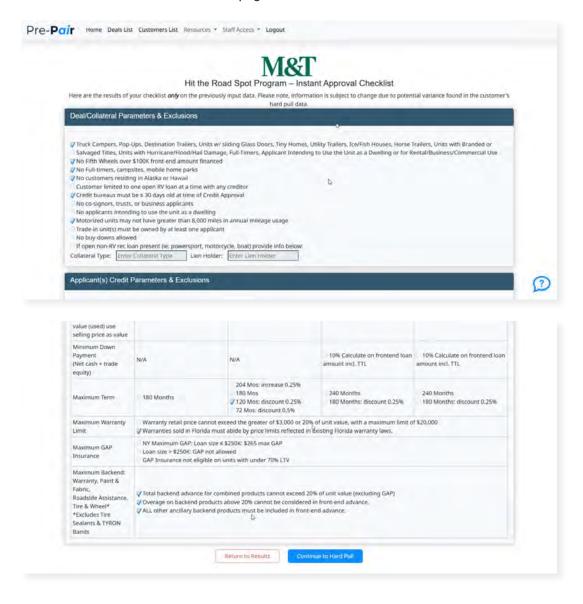


The dealer is then presented with a list of qualified lenders. Locate and select the M&T Spot listing and select the blue icon, as circled below.





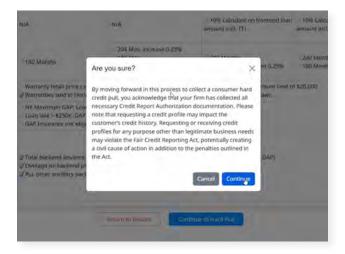
This will open the M&T Spot 'checklist'. Scroll through the form, review its information, and then click "Continue to Hard Pull" at the bottom of the page.



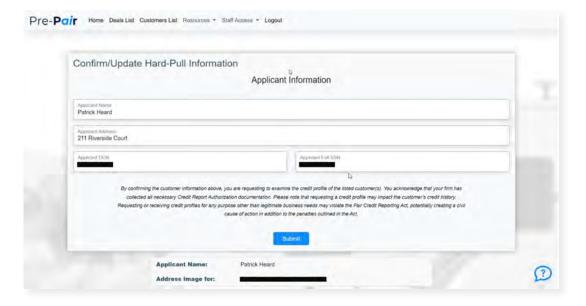


An 'Are You Sure?' pop-up will appear prompting the dealer to review the process they are submitting.

If yes, select "Continue".



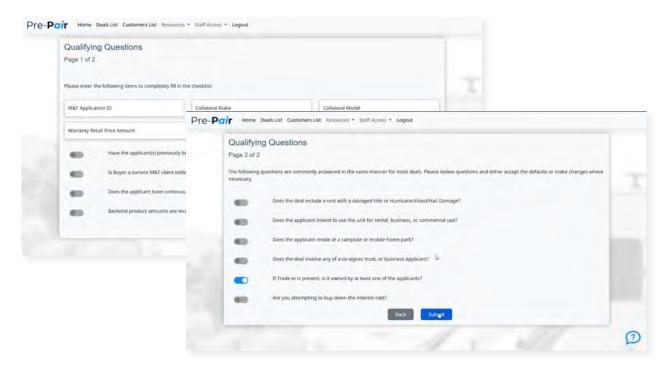
Next, the dealer is asked to confirm/update the consumer information for the hard pull. Click "Submit" once the necessary information is confirmed/updated.



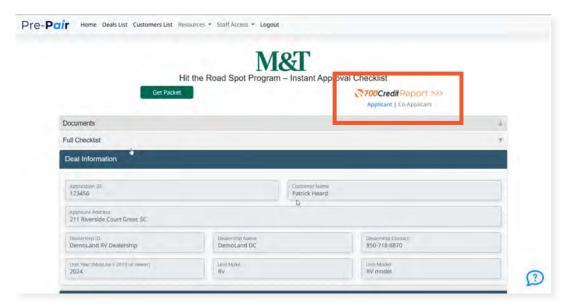




Dealer is then brought to the "Qualifying Questions" (2), where they will provide further information.



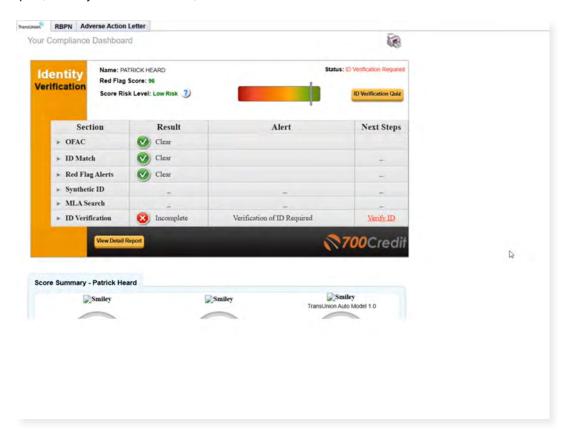
The dealer is brought back to the M&T Spot 'checklist', where there will now be a 700Credit logo located at the top of the page. To view the full credit report, select the logo.







700Credit's HTML credit report will appear in an iframe within a new window. Here dealers can view the credit report, identity verification table, RBPN and adverse action notice.







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:

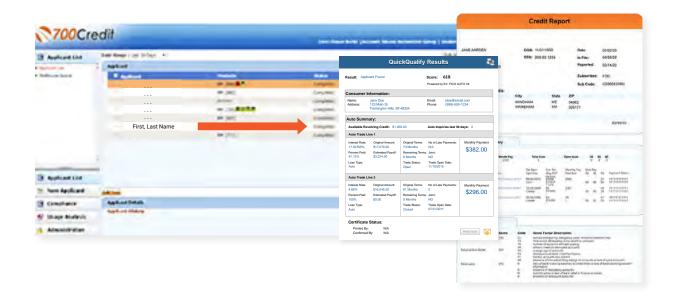
support@700credit.com | (886) 273-3848.



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 soft pull, 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.





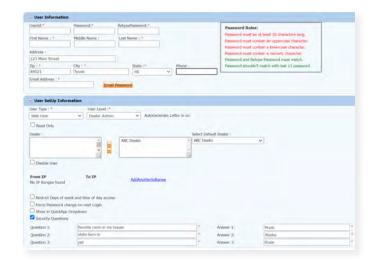


Creating a New User



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.

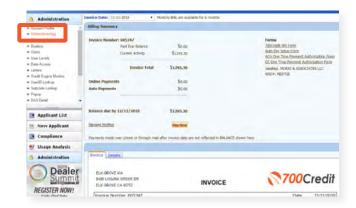
You can then fill in the new user's information into the user profile, as well as make any necessary changes.



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.







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







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

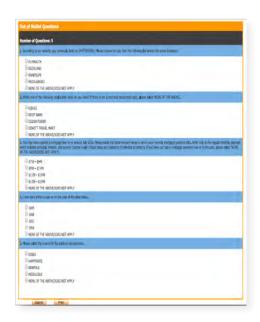
- OFAC Database Search
- Address Verification against a Public Record Database
- Fraud Database Check
 - Database contains known fraudulent addresses (Prisons, mail drops, fraudulent activity in the past, etc.)
 - · Master Death File
 - · Social Security Number Validation
- ID Verification Component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



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.







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.

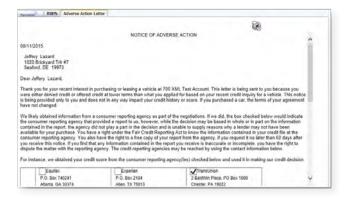




Adverse Action Notices

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.

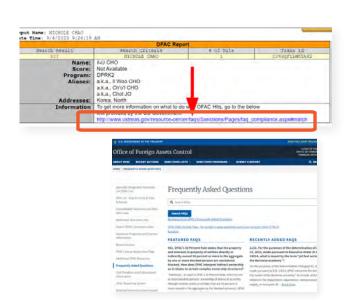
A "**next steps**" link will appear with insturctions on how to resolve the issue, as shown to the right.



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.

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.



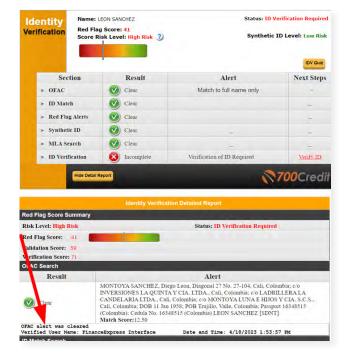




OFAC Cleared

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

The override reasons will also be captured.



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

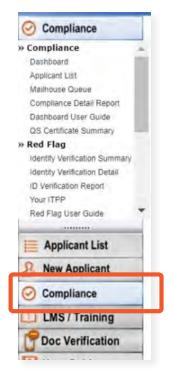




Viewing Audit Reports

To access your audit reports, first log into your <u>700Dealer.com</u> 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

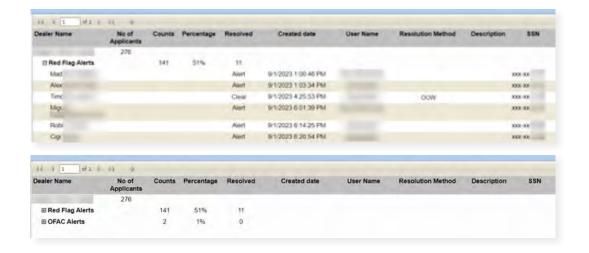






Click on the report you would like to view.

RED FLAG REPORT:



IDENTITY VERIFICATION REPORT:



OUT OF WALLET REPORT:



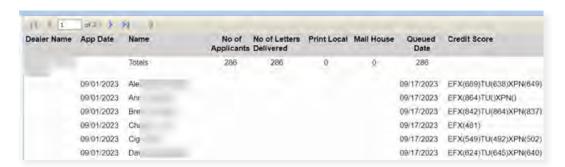




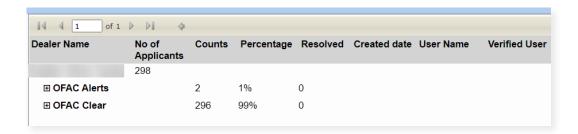
RISK-BASED PRICING NOTICE REPORT:



ADVERSE ACTION REPORT:



OFAC REPORT:



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

