

What if you knew a **Customer's FICO SCORE** as soon as they walked into your dealership?

Now you can, with: 700credit's  
**PROSPECT PRESREEN**

No more getting a customer committed to a car, then finding out later in the finance office they can't qualify.



## What is **Prospect Prescreen?**

Prospect Prescreen is designed to help you sell more vehicles to more customers by giving unique insight into their credit profile before a credit report is even pulled. The purpose of Prospect Prescreen is to give your sales personnel a better idea of the customer's credit profile up front, so they can be sure to have more intelligent conversations with the customer during the sales process.

It's just the latest tool offered by 700Credit, the industry's leading source for credit reporting and compliance solutions. Designed specifically with the dealer in mind, you can rest assured you are getting the best possible solutions for your business and to make your job just a little easier.



## When should I use **Prospect Prescreen?**

Prospect Prescreen is designed to be used before the customer is handed a credit application. Once the score is returned, along with a pre-qualified letter, the selling and financing processes will be streamlined. All you need is their name and an address...it's really that easy.



## Why should I use **Prospect Prescreen?**

- Avoid the hassle of asking for and completing a formal credit application early in the sales process.
- Arrange better vehicle financing based on the customer's credit score.
- Waste less time in securing financing once the customer is in the F&I office.
- Put more customers in more vehicles, faster.
- Works whether the customer prequalifies or not; if they don't, then you know the challenges you might face up front in order to put them in their vehicle of choice.

Sign up now to take advantage of our special 90-day promotional rate.

**Call (866) 273-3848 for details.**



The Leader in Credit Reporting  
& Compliance Solutions

## Prescreen Step 1

### Enter The Customers Name And Address

During the setup process, your dealership defines the applicable criteria for the prescreen process, such as minimum score levels, open bankruptcies, thin file thresholds, etc. Then, as soon as the customer walks into the dealership, simply access the data entry screen you would use to pull an actual bureau through [www.700dealer.com](http://www.700dealer.com), select "Prescreen" from the drop down and type the appropriate customer information into the entry fields. Your dealership's prescreen criteria that was completed during the set up process is automatically applied to the consumer's credit history.

## Prescreen Step 2

### Provide The Pre-Qualified Certificate To The Customer

If the customer passes, the system will automatically generate a pre-qualification certificate that will need to be presented to the customer for financing. Any certificates not provided directly to the customer in the dealership will automatically be added to the 700Credit mail house system to be sent to the customer via mail.

## Prescreen Step 3

### Submit A Complete Credit Application And Pull A Bureau

From there, your normal business processes follow. As the arranger of credit, you are responsible for completing a full credit application and pulling a bureau to remain compliant with federal regulations and to better understand the credit profile of that customer to ultimately secure a final finance source.

## Prescreen Step 4

### Provide Other Federally Required Documents To The Customer

Don't forget to provide any other obligatory documents to the customer as well such as Risk-Based Pricing Notices, etc.

## Prescreen Step 5

### Hand The Customer The Keys To Their Vehicle!

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