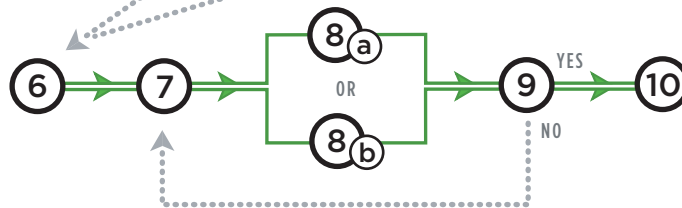
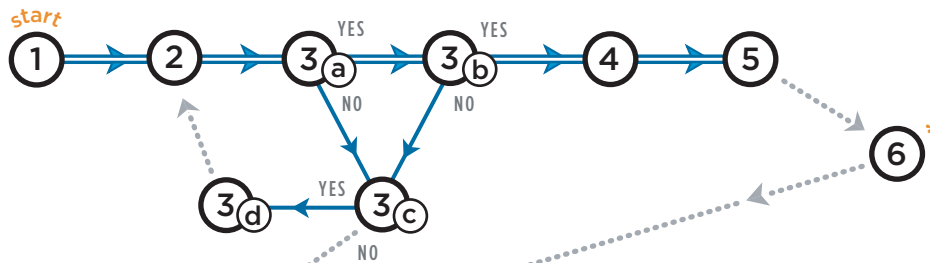


How to use CreditXpert®



* You may want to try other ways to optimize this individual's credit by using the CreditXpert What-If Simulator™.

1 Request CreditXpert Essentials™ from your credit provider.

Request CreditXpert Essentials™ when pulling credit for an application, or within a few days of pulling credit. CreditXpert Essentials recommends specific actions to take to improve your applicant's credit.

the recommendations and the applicant can afford to do them, then follow the recommended actions. For best results, ask the tool for a few more points than you actually need.

2 Select the Target Score Increase or Available Cash setting.

Within CreditXpert Essentials™ select either the *Target Score Increase* or *Available Cash* option.

- Use *Available Cash* to identify the most points the borrower can get with the money they have available to pay down their debts, e.g. \$2500.

- Use *Target Score Increase* to identify the most cost-effective way to obtain a certain point increase. Enter the additional points you are seeking, e.g. +7.

3a Did you gain enough points?

If enough points will be generated using

3b Can you wait 30 days for the file to be updated at the bureaus?

If you can wait for the creditor(s) to update through the normal dispute process, then instruct the applicant to take all of the actions *in the order that they are recommended*. You will need to pull a new credit report in the next four to six weeks to see if the score has improved.

- If you *can* wait for the file to be updated, jump to step 4.

- If you *cannot* wait for the file to be updated, continue with step 3c.

3c Is the credit file accurate?

Check the *Top Negative Factors* on the CreditXpert Essentials™ report for errors that may be hurting your applicant's score. You can also check the credit file itself. If it is not accurate, use the CreditXpert What-If Simulator™ to show the possible effects of corrections to the report.

3d Try again.

You can simulate an unlimited number of scenarios per bureau, per applicant for thirty days after the date of purchase. Try again with less points or more available cash.

4 Have the applicant follow the recommended actions.

When following the actions remember that CreditXpert Essentials™ is assuming one credit reporting period in the prediction, and the next month of activity will mirror the most recent month. As a result, points can be gained simply by continuing to pay on time for one more reporting period.

5 Offer the Applicant View™.

Provide the borrower with the CreditXpert Essentials Applicant View™ – a report that features a consumer friendly format with easy-to-understand language. It provides personalized credit information, which helps your borrower understand their situation and what they can do to improve it. This distinguishes you from other lenders and helps you build stronger customer relationships.

6 Request the CreditXpert What-If Simulator™ from your credit provider.

The CreditXpert What-If Simulator™ allows you to simulate the impact of taking specific actions on a credit file without actually changing the applicant's credit. While it does not effect the applicant's credit, it does help you (and your applicant) decide what steps should be taken to improve credit now or in the future. You may run an unlimited number of simulations for thirty days, per bureau.

7 Select or unselect Rapid Rescore Mode (when available).

When simulating changes that you need to have occur in the next 72 hours, check the *Rapid Rescoring Mode* box. If you are not going to update the file immediately, leave this box unchecked.

8a Develop actions.

Within the simulation, experiment with applying for credit, making payments, transferring balances, and opening, closing, or deleting accounts. Simulate the impact of correcting an inaccurately reported late payment or changing the current or worst payment status of a particular trade. Try a variety and combination of actions to see how they effect your applicant's credit.

8b Develop scenarios (when available).

Simulate a range of broader *Scenarios* that may play out for the applicant over the next one or more months. *Scenarios* are lists of events an applicant may initiate that simulate effects on their credit. They include paying off debts, applying for or not getting credit, etc.

9 Did you gain enough points?

If yes, then follow the simulated actions and either have the updates performed immediately or wait until the next bureau update. If no, try other actions or scenarios within the CreditXpert What-If Simulator™. Use the Advisor View™ of your CreditXpert Essentials™ report to discuss the top negative items and recommended actions with your applicant. Summarize the steps you have taken and share this with your applicant. Let them know you have exhausted all of their options and unfortunately cannot get their score high enough at this time. Provide them with the Applicant View™ of your CreditXpert Essentials™ report, which illustrates the steps they will need to take to gain their targeted score increase. Because they may need additional time and money to execute this plan, consider them a long-term prospect.

10 Results.

You are able to reduce the guesswork about credit, build a stronger relationship with your borrower, provide expert advice, save yourself time, and save your borrower money.