



The ONE SOURCE for all your credit reporting needs

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HELP WANTED

We are looking for a salesman (woman). The person should have a credit and finance background.

They would be responsible for calling on new prospects; Banks, CUs, Land lords, Municipalities, Employers, etc. They would be presenting all of our products and services, including, LoansPC, Mortgage Reports, Multi-Bureau Merged Consumer Reports, Flood Determinations, Red Flag, Criminal, and Employment, Business, Refresh and Account Review Credit Reports to name a few.

There is also the possibility they could buy into the company.

LOAN ORIGATION SOFTWARE

If your bank or credit union is looking for new software, please check out our LoansPQ. It is a complete program for banks and credit union. It includes pulling credit reports, loan documentation for both installment and mortgage loans, cross selling, opening new checking and savings accounts and more.

Many LOSs are not able to correctly pull credit reports for auto, personal, business, secured, ag, Account Review and employment, just to name a few. Many of the popular programs give you a choice only, between Mortgage and Consumer. At the very least, you could be damaging your customers credit scores and at worst, you could be violating the FCRA.

TAX VERIFICATIONS

We offer two types of Tax Verifications

R/E Tax services:

- Delinquency tax tracking & reporting
- Instant, individual confirmation
- Compatibility with leading lender software

Income Tax Verification, also known as 4506-T. By using the 4506-T form, you can get a copy of your customers' income tax return, in as little as 48 hours.

CREDIT CARD DEBT SLIPS 11% IN 2011

Consumers whacked down credit card debt by 11% last year, and average debt loads dropped in every state. The average credit card balance for 2011 was \$6,576, down from \$7,404 the previous year, according to a report from credit tracking and financial education website CreditKarma.com, based on data from more than 300,000 of its users. The decline came as weak consumer confidence kept spending in check and

banks continued to tighten their lending and slash credit limits for many existing customers, said Ken Lin, CEO of Credit Karma. Credit card debt had eased in 2010 as well, slipping 7% during the year. The positive trend may not last for long, however. As the economy continues to rebound, Lin said debt is likely to rebound with it, adding that banks have recently started loosening credit requirements again. "I believe we are just about at the bottom of the debt trend," said Lin. Credit card debt by state: Consumers in Wisconsin had the lowest average credit card debt last year: \$ 5 , 0 6 2 . (1 - 1 7 - 1 2 , creditandcollectionnews.com)

ACCOUNT REVIEW

Account Review allows you to pull a report on one of your customers, for "review of credit" if they have an open loan. The purpose of an Account Review credit report, is not to make a new loan, but to review the credit report of a customer who currently has outstanding loans.

Many banks and CUs are using these reports for review of credit cards accounts, over draft checking account loans and HELOCs.

We have two types available. The first Account Review returns a credit score only. The accounts are submitted in a batch format.

The second is a regular credit report, but we assign you a separate sub-code and a new Purpose Code.

Some banks use the first method to review the portfolio, and then the second method to review only those who had a low score or an adverse change of score.

Since this inquiry is not for new credit, the inquiry is not counted against the consumer's credit score.

If you would like to pull credit reports to

review the credit on current loan customers, please call or e-mail us.

METRONET SEARCHES

MetroNet provides access to comprehensive contact data on more than 140 million households and 19 million businesses **for as little as 25¢ per search**. Metronet is an excellent non-FCRA source of information for bank and CU collection departments and collection agencies.

You can search for the following information through MetroNet:

- * Names and Addresses
- * Change of address information
- * Telephone numbers
- * Current Name and Address associated with telephone numbers

- * Best known address for Social Security numbers
 - * Neighbor names, addresses and telephone numbers for current addresses and former addresses
 - * Other household members
 - * Surnames
 - * Business names and addresses
 - * Standard Industrial Classification (SIC) codes or categories
- MetroNet also offers three search options from Experian's File One database:
- * File One Phones
 - * Best address
 - * Comprehensive search which uses the best of the File One database in conjunction with the MetroNet core database

MetroNet can be accessed in a batch mode, through user-friendly interactive interfaces and through Experian's Collection Advantage service. The online and interactive access methods are Web, XML, mainframe and IP to IP.

More information is on our web page. Just click on CREDIT PRODUCTS and then click on METRONET.

TEN MONEY SAVING STRATEGIES

1. Shop for Insurance

The reason you have to shop every year is that home and auto insurers change their prices based on their claims experience. The insurer who was the best bet two years ago may not be such a good value now.

2. Adjust Your Withholding

Most Americans pay the bulk of their annual tax bills via payroll withholding. The best course, tax experts say, is to adjust your withholding exemptions so your tax payments will match your actual tax liability.

3. Pay Cash Instead of Credit

Since the late 1970s, studies have supported the notion that credit cards entice people to spend more than if they used cash.

4. Make Habit A Treat

If you make your habit an occasional treat, you'll save money — and you'll appreciate it a lot more.

5. Boost Your 401(k) Contributions

For most taxpayers, investing in a 401(k) is the best way to lower your taxes and build a retirement nest egg. If you're among the 51 million Americans who participate in a company's 401(k) plan, you can contribute up to \$17,000 in 2012

6. Make Savings Automatic

Try putting away just \$50 a month into your savings account at the beginning of each month

7. Take Care of Yourself

While this may sound more like good physical than fiscal advice, an increasing number of



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company health plans are paying you to take care of yourself.

8. Raise the Deductible on Insurance

The deductibles on your current automobile insurance policy might be costing more than you think.

9. Use CFL Lightbulbs

Saving energy not only helps you save money on utility bills, but it also helps the environment by reducing greenhouse gas emissions.

10. Buy in Bulk

When it comes to buying in bulk, savings can be hit or miss. But research has shown that consumers who make a midweek "fill in" trip to the store buy twice the number of items they had intended. (1-23-12, cnbc.com)

BANKRUPTCY RATES SHOWS FIRST DECLINE SINCE 2006

The economy may not be booming, but new data show that personal bankruptcies in 2011 declined for the first time in four years, providing another positive sign for consumer credit card performance.

Bankruptcy filings typically drive 20% to 30% of all credit card charge-offs, Michael Dean, managing director asset-backed securities for Fitch Ratings Inc., tells PaymentsSource.

As a result, when economic conditions cause bankruptcies to spike, card issuers take the hit in higher losses. The lion's share of charge-offs occur when consumers fail to make payments for six consecutive months and issuers write those accounts off as losses, Dean notes.

Card issuers got a bit of a break from bankruptcy-forced credit card charge-offs last year, as total U.S. bankruptcies for 2011 fell 11.9%, to 1.53 million from 1.35 million in 2010, the first decline since 2006, according to Burlingame, Calif.-based Lundquist Consulting Inc.

Bankruptcies spiked across the U.S. in 2005 leading up to implementation of a new bankruptcy law that caused a rush in filings prior to its effective date. Even a hurricane couldn't prevent its effects on most consumers.

The recent decline in bankruptcies is the result of "marginally" better economic conditions and the fact that consumers pulled back sharply on spending in the wake of the recession and for the past few years have steadily paid down debt, Dean says.

But the improving trend does not mean consumers are raring to open their wallets and begin spending again, Dean cautions.

Job losses have slowed a bit, and credit card charge-offs are at record-low levels, but there has been no sign of core economic growth, he says.

"There are some conflicting signals out there," Dean says. "While overall consumer credit health continues to improve, there is not much to base a forecast on. So it is hard to tell what the next year will look like." (1-17-12, collectionscreditrisk.com)



April 21 to April 28, 2012

Money Smart Week was started by the Federal Reserve Bank of Chicago 10 years ago. It is now in Ind. Wisc., Iowa, the Quad Cities, Rockford, Peoria Tri-County Area, Champaign, Bloomington/Normal, and Springfield.

Classes on financial matters are sponsored by over 300 partners, including The Illinois Treasurer's office, Illinois St. Univ., National City (PNC), Morton Community Bank, KCB Information Services, Heritage Bank, CEFUC, Krogers, Heartland Bank, Friendship House, Common Place, and the Creittenton Centers.

All classes are free and they range from buying groceries, to family budgeting, to buying a home, to understanding credit scores, to planing a funeral and many other subjects are covered. www.moneysmartweek.org

We will have two classes in Bloomington on April 26, 2012. The first, **ID Theft: Prevention and Recovery**, will be at 1st State Bank Bank, 204 N Prospect at 9:30am. The second, **Credit Scores: The Silent Killer**, will be at the same location at 10:30am

If you wish to conduct a class or sponsor a location, please contact me.

U.S. CONSUMERS PAID DOWN DEBT -- ON TIME -- IN 2011

In 2011, U.S. consumers were much more diligent in paying against their debts, resulting in significant declines in delinquency rates among the majority of tracked lending sectors in Equifax's December *National Credit Trends Report*. U.S. consumers weren't just doing a better job of paying their bills on time in 2011; the data also reflects a cumulative decline in total consumer debt, which now stands at \$11.1 trillion. This represents a nearly 11% decline in debt from its peak of \$12.4 trillion in October 2008. Most tracked lending sectors reported double digit declines in delinquency rates for

2011.

Key findings from the report include: Bank Credit Card - The greatest improvement year-over-year (versus 2010 levels) was within the Bank Credit Card lending sector, where 60+ days past due delinquencies declined by 29%. As delinquency rates continue to improve, Bank Credit Card issuers have loosened lending standards and from January-October 2011, there was a 48% increase in new bank credit cards issued to subprime borrowers (those with Equifax credit scores below 660). In October 2011 (headed into the holiday retail season), monthly subprime bank credit card originations were up 22% over October 2010 levels. (1-30-12, credittandcollectionnews.com)

CREDIT SEMINARS

Have your employees ever attended a class or seminar on credit reports or credit scores? Do you know what options are available from each credit bureau? Do you know how each of the 30 plus credit score models differ? Do you know what the "Score Factors" mean or even how many there are? Are your current and new employees learning from other employees who learned from other employees, who *learned* from who knows where?

We offer seminars several times a year. We will put the times of the seminars on our web page and we send out notices to our members.

We will be glad to come to your office and conduct a review of credit reports and credit scores for your employees.

Our next scheduled class is on March 23rd., in our office at 11 N 6th Street, Pekin. Please go to our web page for more information on this and other classes.

KCB INFO SERVICES HOURS

Monday - Friday 9:00am to 4:30pm

KCB Information Services offers: Consumer credit reports, Collections Reports, Business Credit reports, Employment Credit reports, Residential Mortgage Credit Reports, Merged Credit Reports, Fannie Mae & Freddie Mac access, Criminal background checks, LiveScan Finger Printing, Tenant Screening Reports, Flood Zone Determination, Flood Life of Loan Certification, AVMS, 4506-T Income Tax Verifications, and Identity Authentication.

KCB Information Services has served businesses since 1928 and serves Central Illinois for Experian and Equifax.

America will never be destroyed from the outside. If we falter and lose our freedoms, it will be because we destroyed ourselves.
Abraham Lincoln