



The ONE SOURCE for all your credit reporting needs

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Sept. 30, 2012

Vol. 20, #9

Business Credit Reports

Experian Business Profile

Business Profile is different from other credit reports in that our information is based on objective third parties reporting actual payment history. Our trade data is collected from credit grantors like you to ensure quality and consistency. One of our most popular reports, Business Profile gives you detailed information drawn from a variety of sources.

With Business Profile a business' risk potential is expressed using Days Beyond Terms (DBT). The DBT provides a single value for determining payment status, expressed as the average number of days past the "invoice due" date. This information is then augmented with other information to give you a detailed understanding of a firm's creditworthiness.

In addition to trade payment trends, Business Profile contains public record information including bankruptcies, tax liens and Uniform Commercial Code filings. Business Profile also provides company background information to help identify potential fraud by validating a company's identity. There is a wealth of information provided in this report.

90% of companies are classified as small business enterprises in the United States today. As you know, finding information on small businesses is often difficult. Experian is the recognized leader in capturing data on small businesses. If you need information on larger, publicly held corporations — we have that information too. The Standard and Poor's section, and you will find key financial information such as operating statements and balance sheets.

Business Owner's Profile

The first of its kind in the commercial credit industry, the Business Owner Profile combines Experian's expertise in consumer and business credit reporting to give you the most accurate, current and comprehensive business and proprietor credit information available.

It is fairly common for proprietors to leverage their personal net worth to meet business obligations.

If a proprietor takes out a loan against the equity in his home, that loan will not appear on a standard business credit report, but it will appear on the Business Owner Profile. By using the Business Owner Profile, you can avoid the high risk associated with small businesses, while identifying good credit risks and uncovering new account opportunities.

As the distinction between a proprietor's business and personal finances continues to blur, it becomes more important for you to understand the risk associated with a proprietor's complete financial portfolio.

By using the Business Owner Profile together with Experian's Business Profile, you can better determine the overall creditworthiness of your customers. Accessing both reports may lead you to alter your decision or adjust terms before granting credit.

With the help of the Business Owner Profile, you can turn small business into big profits.

- The Business Owner Profile helps you expand your small business customer base, identified by many economists as the market for growth
- For most companies, 80 percent of their customers can be classified as small businesses

Business Owner Link

Business Owner Link from Experian automatically connects the credit histories of business owners to the credit histories of their businesses, making it easier for you to access Business Owner Profile on small business accounts

- When you access a Business Profile, Experian will list the name of the owner(s) underneath the business's name on the inquiry screen; you then have the option to select a Business Owner Profile on one or more of the owners

Business Summary

For quick evaluation of low balance accounts One of the biggest challenges in risk management is effectively matching the appropriate level of credit assessment resources to the amount of transaction risk.

"Low risk" and "no risk" are not synonymous Most companies manage customer transactions of all different sizes. Smaller balance transactions often receive inadequate scrutiny because traditional credit report services prove cost-prohibitive. But these transactions still represent risk to your bottom line and can add up fast.

The right level of detail to match the right level of risk.

Experian has developed a low cost summary credit report, called Business Summary, to help you make quick, effective assessments of your low balance transactions. This one page report is the cost-effective tool you need to make sound decisions on questionable, smaller accounts.

TRACY POWELL IS NOW A CERTIFIED FICO PRO

AllRegs, the leading information provider for the mortgage industry, and Larry Nelson, President of KCB Information Services, are proud to announce that Tracy Powell has recently earned the Certified FICO®Professional (FICO Pro) certification. Tracy is available for training seminars to explain credit scores and what helps or hurts them.

"We are proud to acknowledge all of our graduates of the Certified FICO® Professional (FICO Pro) program," said Dan Thoms, executive vice president of AllRegs. "This certification provides a knowledge benchmark for individuals who assess credit risk and how that risk impacts their company and customers. AllRegs congratulates those who have attained their FICO Pro certification." AllRegs and FICO, the leading provider of analytics and decision management technology, introduced this new FICO National Certification program in March 2010. The Certified FICO® Professional (FICO Pro) program is designed to recognize individuals who have a strong understanding of FICO® scores and how the FICO® score impacts both the lender and the consumer.

NUMBER OF INDIVIDUAL BANKRUPTCY FILINGS DROP

It's called the "10 year mistake" by credit counseling services. Financial advisors say to avoid it at all costs. But, according to the American Bankruptcy Institute, filing for bankruptcy was unavoidable for 1.46 million individuals and 36,000 businesses in 2011. Although these levels are historically high, the good news is that individual bankruptcy filings have declined 8 to ten percent over the past year. Bankruptcy is a federal court process that is designed to help individuals eliminate overwhelming debts or repay them under the protection and supervision of the bankruptcy court. There are two general categories, "liquidation" and "reorganization". About 75 percent of the individuals who file for bankruptcy do so under Chapter 7, which is a form of liquidation bankruptcy. Basically the process involves completion of forms and submission of a petition to the court. Upon review and approval, an "automatic stay" is imposed on all creditors, prohibiting them from collecting debts owed to them until contacted by the court. Creditors are then informed of the repayment terms, if any. (9-11-12, CreditandCollectionnews.com)

ARE YOU USING ACTION PLANS?

If you're a real estate professional, you're really the CEO of a company of one: YOU. And as the president and owner of your own business, you have both the freedom and the burden of having so much freedom.

For those who have come to real estate after a long tenure in the business world, the discipline and organizational habits necessary to be successful may be second nature. But for those starting out (and those looking to grow), it can be difficult at times to do have the discipline to do what is necessary for your business.



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Enter the "action plan." Action plans are more than simple "to-do" lists. An action plan is a document which shows you where you want to be, how you're going to get there, who and what will be involved, the projected time frame for the activity, and how you're going to monitor your progress and measure success. Some people use a spreadsheet, using the following elements as headings:

1. Goal
2. Objectives
3. Action Required
4. People Responsible
5. Resources Required
6. Timeframe
7. Evaluation (When to evaluate, how to measure success)

Organizing yourself around an action plan and systematically working the items on the list (while measuring their success or areas for improvement) is key to increasing efficiency and ensuring you cover your bases. Common action plans center around listing homes, prospecting, and following-up with clients. (9-25-12, Scott Lefitt, OakleySign.com)

WHY WINNERS KEEP WINNING

Rosabeth Moss Kanter is a professor at Harvard Business School and the author of *Confidence* and *SuperCorp*, two excellent business books. In this article from Harvard Business Review, she shares some insights into 10 reasons why winners keep on winning:

<http://blogs.hbr.org/kanter/2012/08/ten-reasons-winners-keep-winni.html>

Not only does Kanter create a compelling picture as to why winners win, but she also sheds light on why the losers in a given situation get left behind. Check out this thoughtful read for the thinking behind these ten compelling reasons:

1. Good mood
2. Attractive situation
3. Learning
4. Freedom to focus
5. Positive culture of mutual respect
6. Solid support system
7. Better press
8. Invitations to the best parties
9. Self-determination
10. Continuity

Kanter also reminds us: "Winning streaks eventually end because winners can get over-confident, slipping into arrogance or complacency, or because the competition gets better. But leaders can build on the advantages of winners to encourage a positive spirit, disciplined focus, mutual respect, lots of practice on the details, and lasting support systems that can make successes and comebacks more likely." (9-25-12, Scott Lefitt, OakleySign.com)

CONSUMER CREDIT SCORES VARY FROM WHAT LENDERS SEE, CFPB SAYS

Sept. 25 (Bloomberg) -- One in five U.S. consumers is likely to receive a credit score different from the one given to lenders, potentially closing off access to credit for millions of Americans, the Consumer Financial Protection Bureau found in a study released today.

The study comes five days before the consumer agency, created by the Dodd-Frank law of 2010, begins supervision of credit-reporting companies' records and practices. The work involves direct review of about 30 businesses, including the three biggest, Equifax Inc., Experian Plc and TransUnion Corp.

"This study highlights the complexities consumers face in the credit scoring market," Richard Cordray, the agency's director, said in an e-mailed statement. "When consumers buy a credit score, they should be aware that a lender may be using a very different score in making a credit decision."

Under the Fair Credit Reporting Act, consumers are entitled to a free copy of their credit report each year. Consumer advocates have charged that credit-reporting companies provide varying scores to lenders, potentially raising the cost of credit or depriving consumers of it entirely.

"This is like choosing what college to apply to without knowing your SAT or ACT scores, or whether the college uses ACT or SAT," Chi Chi Wu, an attorney with the Boston-based National Consumer Law Center, said in an interview.

Wu said the report highlights the need for new legislation that would give consumers access to any credit report or score prepared about them.

Stuart Pratt, head of the Washington-based Consumer Data Industry Association, underscores that the study shows how "73 to 80 percent of the time" the information consumers receive is correct.

He said that in the cases where there is a difference between the information the lender and consumer receive, it may have no effect on what kind of loan is or is not made. Much will depend, Pratt said in an interview, on how the lender uses the score in its decision-making. "We can't take this as absolute truth," Pratt said.

"Consumers who have reviewed their own score may expect a certain price from a lender, may waste time and effort applying for loans they are not qualified for, or may accept offers

that are worse than they could get," according to the study. (9-25-12, creditandcollectionnews.com)

OKLAHOMA, SOUTH CAROLINA, MICHIGAN JOIN DODD-FRANK ATTACK

Oklahoma, along with South Carolina and Michigan, joined a lawsuit challenging the constitutionality of the 2010 Dodd-Frank Act that overhauled financial regulation and created the Consumer Financial Protection Bureau. The states, in an amended complaint filed yesterday in federal court in Washington, said they're only challenging the portion of the Dodd-Frank law that empowers the Treasury Secretary to order a liquidation of a financial company whose collapse may threaten the stability of the banking system. The law "denies the subject company and its creditors constitutionally required notice and a meaningful opportunity to be heard before their property is taken," the states said in the complaint. The lawsuit was filed in June by a small bank in Texas and the Competitive Enterprise Institute, a group that advocates for limited government, alleging that the law setting up the CFPB violates the U.S. Constitution because Congress doesn't appropriate its budget, the president has limited ability to remove its director and the courts face restrictions in reviewing its actions. (9-22-12. CreditandCollectionnews.com)

SPEAKERS

We have presentations for service clubs, churches, employers, high schools and colleges. The presentations range from 15 minutes to one hour. the topics we can cover are: ID Theft, Credit Scoring and Credit Reports.

KCB INFO SERVICES HOURS

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

KCB Information Services offers: Consumer Credit Reports, ServicePlus 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, Real Estate Tax Payment Verifications and Identity Authentication. KCB Information Services has served businesses since 1928 and serves Central Illinois for Experian and Equifax.

"A word to the wise ain't necessary - it's the stupid ones that need the advice."
~ Bill Cosby