



WEBINAR 46 | HOSTED BY REX JOHNSON

CLIMBING *the* CREDIT LADDER



Credit Unions Exist to Serve the Needs of Their Members

- They are not interested in what you can't do for them; what they are very interested in is what you can do for them
- What members expect when they have great credit and high scores:
 - Service – they won't wait because you are “too busy”, they have options
 - Not interested in filling out paperwork they have already filled out before
 - They want and expect it to be fast and easy
 - They also want the best rates they can get and ask you to go even lower
 - They do not want to be sold something they don't need
 - The only reason they will take your product is when you save them money

Credit Unions Exist to Serve the Needs of Their Members (continued)

- They want you to know and recognize they have worked hard and are proud of their accomplishments.
- Tell them you appreciate their business and let them know how much you care, they are family and always come to us first.
- The *good* news is that they will pay you. The *bad* news is that you won't earn much because your competition wants their business too. They will also probably pay off their loan early because they don't like owing you or anybody else.

Helping Members Who Need It Most

- They want someone to tell them something that they don't already know.
- They want someone who is friendly, knows how to smile, and listen.
- Climbing the credit ladder from 400 all the way to 700+ - it can be done! We will show you how, and they will never forget you!
- Be just as positive with the 400 member as you are with all your members, all the way up the ladder!
- Remember, bad things happen to good people, its up to us to come up with a solution and never judge.



Remember...

- You must be willing to take risk. Most CUs deny 50-75% of loans – that's way too high!
- Their score should never be their primary focus.
- We will show you how easy it is.

There is no better job satisfaction than people helping people.

New Member Example

- Joined credit union for \$5 deposit
- We found out nothing about her
- Has a car loan with Santander for \$13,600; she has made 34 payments and never missed a single payment
 - Santander has a yield of 19.45%
 - She has paid \$13,736 and still owes \$5,324
 - Santander will make a lot of money on this member
- We got nothing, we don't know the motivation for joining and we left money on the table.

This was a lose/lose for everyone.

<CURRENT ADDRESS>	<DATE RPT 9/08
<FORMER ADDRESS>	

<CURRENT EMPLOYER AND ADDRESS>	<POSITION>	<VERF>	<REPTD>
	OFFICE CLERK	6/12	6/12
<FORMER EMPLOYER AND ADDRESS>	CASHIER	9/08V	9/08

ID MISMATCH ALERT: CURRENT INPUT ZIP CODE INVALID
 *****SSN YEAR OF ISSUANCE :INPUT SSN ISSUED: 1990 - 1991; STATE: ME
 FILE SSN ISSUED: 1990 - 1991; STATE: ME;
 (EST. AGE OBTAINED: 00 TO 01)***

***FICO CLASSIC 08 SCORE (566) : 040, 027, 014, 016 ***

CREDIT SUMMARY				*** TOTAL FILE HISTORY					
PR=0	COL=19	NEG=0	HSTNEC=0	TRD=1	RVL=0	INST=1	MTG=0	OPN=0	INQ=
HIGH CRED		CRED LIM	BALANCE	PAST DUE	MONTHLY	PAY AVAILABL			
INSTALLMENT:	\$13.6K	\$	\$5324	\$0	\$404				
TOTALS:	\$13.6K	\$	\$5324	\$0	\$404				

SUBNAME	SUBCODE	ECO	OPENED	CLOSED	\$PLACED	CREDITOR	M
ACCOUNT#			VERIFIED		BALANCE	REMARKS	
THOMAS AGENCY	Y	I	8/14		\$3298	<u>MEDICAL</u>	C
			11/14A		\$3298	PLACED FOR COLLECTIO	
THOMAS AGENCY	Y	I	8/14		\$282	<u>MEDICAL</u>	C
			11/14A		\$282	PLACED FOR COLLECTIO	
THOMAS AGENCY	Y	I	7/14		\$77	<u>MEDICAL</u>	C
			10/14A		\$77	PLACED FOR COLLECTIO	
THOMAS AGENCY	Y	I	7/14		\$57	<u>MEDICAL</u>	O9B
			10/14A		\$57	PLACED FOR COLLECTIO	
THOMAS AGENCY	Y	I	7/14		\$273	<u>MEDICAL</u>	O9B
			10/14A		\$273	PLACED FOR COLLECTIO	
STELLAR REC	Y	I	5/14		\$106	01 TIME WARNER CAB	O9B
			6/14A		\$106	PLACED FOR COLLECTIO	
THOMAS AGENCY	Y	I	2/14		\$165	<u>MEDICAL</u>	O9B

She is also scoring 566 because she has no revolving accounts. We have a product to fix this. If she opens up our credit card and keeps it less than 30% used, she can immediately pick up 70 points. How many would say ‘yes’ with a score in the mid-600s?

				5/14A	\$165	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	2/14	\$404	MEDICAL	09B
				5/14A	\$404	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	2/14	\$134	MEDICAL	09B
				5/14A	\$134	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	2/14	\$1456	MEDICAL	09B
				5/14A	\$1456	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	12/13	\$7753	MEDICAL	09B
				3/14A	\$7753	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	11/13	\$1236	MEDICAL	09B
				2/14A	\$1236	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	10/13	\$796	MEDICAL	09B
				1/14A	\$796	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	7/13	\$89	MEDICAL	09B
				10/13A	\$89	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	7/12	\$370	MEDICAL	09B
				11/12A	\$370	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	7/12	\$114	MEDICAL	09B
				10/12A	\$114	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	7/12	\$228	MEDICAL	09B
				10/12A	\$228	PLACED FOR COLLECTIO	
THOMAS	AGNCY	Y	I	12/11	\$141	MEDICAL	09B
				3/12A	\$141	PLACED FOR COLLECTIO	
FCO	Y	C		11/13	11/14F \$838	09	VILLAGE 09P
				12/14A	\$0	ACCT INFO DSP BY CSM	

Note: Only 17 payments left on the loan – we should not only be looking at refinancing, but making sure we get the next car loan too!

T R A D E S							
SUBNAME	SUBCODE	OPENED	HIGHCRED	TERMS	MAXDELQ	PAYPAT	1-12 MOP
ACCOUNT#		VERIFIED	CREDLIM	PASTDUE	AMT-MOP	PAYPAT	13-24
ECOA COLLATRL/LOANTYPE	CLSD/PB	BALANCE	REMARKS			MO	30/60/90
SANTANDER	F	8/12	\$13.6K	49M404		1111111111X1	I01
		6/15A		\$0		111111111111	
C	AUTOMOBILE		\$5324			34	0/ 0/ 0

I N Q U I R I E S					
DATE	SUBCODE	SUBNAME	DATE	SUBCODE	SUBNAME
7/11/15			FCU : 5/15/15		SYNCB/OLDNVY
1/08/14		WEDS			

C R E D I T R E P O R T S E R V I C E D B Y :

TRANSUNION 800-888-4213

2 BALDWIN PLACE, P.O.BOX 1000,CHESTER, PA. 19022

Consumer disclosures can be obtained online through TransUnion at:

Santander will make a minimum of \$6,000 on this loan.

How do we make sure the member with less than perfect credit is getting a good price on their auto?

1. Teach your member to not let the dealer pull their credit. Remember they are not borrowing money, we are their money.
2. If the member says the dealer told me “he has to do this,” just tell your members to get up and walk out; they will chase them.
3. Make sure the dealer knows it’s a cash deal.
4. Tell your member to dress for success.
5. Get a diagnostic check done to ensure the car is in good shape.

I believe passionately that a 500 and an 800 score should pay the same on the price of the auto.

Showing Members How Much They Can Save By Improving Their Scores

Loan Amount	Term	Score	Rate	Payment	Total of Payments	Interest Paid	Savings
\$20,000	60 mos.	730+	2.95%	\$359.00	\$21,540.42	\$1,540.42	\$0
\$20,000	60 mos.	680-729	3.95%	\$367.95	\$22,077.29	\$2,077.29	\$536.87
\$20,000	60 mos.	640-679	5.95%	\$386.26	\$23,175.78	\$3,175.78	\$1,635.36
\$20,000	60 mos.	600-639	11.95%	\$444.45	\$26,666.71	\$6,666.71	\$5,126.29
\$20,000	60 mos.	550-599	14.95%	\$475.33	\$28,519.82	\$8,519.82	\$6,979.40
\$20,000	60 mos.	549 and below	17.95%	\$507.38	\$30,442.60	\$10,442.60	\$8,809.18

Note: The “E” paper member will end up paying \$148.38 more than the “A+” member pays per month. The cumulative interest is \$8,809.18 more than the “A+” member has to pay over 60 months.

The point is this: It pays to have a good score.

Very important

1. Show the members their scores.
2. Show them how many points they need to get to the next level.
3. They need to clearly understand what it takes.
4. Finally, offer them the opportunity to refinance their loan after 1 year, if they contact you, provided their score has improved.

What Road To Choose

Understanding the Credit Score

Turn Your Score Around Faster Than You Ever Thought



1. Range of Scores:

- 730-830=A+ or Platinum
- 680-729=A
- 640-679=B
- 600-639=C
- 550-599=D
- 549 & Below=E



2. What Makes Up Your Credit Score?

- 35% = Payment History (i.e. on-time pays or delinquencies)
 - More weight on current pay history
- 30% = Amount Owed (a.k.a. Capacity)
- 15% = Length of Credit
- 10% = New Credit (accumulation of debt in the last 12-18 months)
 - # of inquiries
 - Opening dates
- 10% = Type of Credit
 - Installment (can raise) vs. revolving (can lower)
 - Finance company loans can lower your score

3. What Actions Will Hurt Your Score?

- Missing payments
- Credit cards at capacity (i.e. maxing out credit cards)
- Shopping for credit excessively
- Opening up numerous trades in a short time frame
- Having more revolving debts in relation to installment debts
- Closing credit cards out (this could lower available capacity)
- Borrowing from finance companies

4. How Can You Improve Your Score?

- Pay off or pay down on your credit cards
- Do not normally close credit cards as it may decrease your capacity. The exception to this is when you have had a bad experience with credit cards and you don't want to go down that road again.
- Move your revolving debt into installment debt
- Continue to make payments on time (older late pays will become less significant with time)
- Slow down on opening new accounts
- Acquire a solid credit history with years of experience

5. Approximate Credit Weight for Each Year:

- 40% = Current to 12 months
- 30% = 13-24 months
- 20% = 25-36 months
- 10% = 37+ months

A Turndown Worth a 2nd Look

An example where the non-member paid his last car loan, never missed a payment in three years, graduated from college, and has a stable job.

*“If you are focusing on the problem,
you can’t see the solution!”*

☒ Account/Loan: ☒ Individual ☐ Joint
(Including ATM/Debit Card Access to the Account if Available)

Amount Requested \$ 22,386.50

SHE IS READY

Purpose/Collateral: Vehicle Loan

☐ Other Loan Request

Repayment: ☐ Payroll Deduction ☐ Billing Notice ☐ Automatic Payment ☐ Web Pay ☐ Other

APPLICANT		<input type="checkbox"/> CO-APPLICANT <input type="checkbox"/> NON-APPLICANT SPOUSE/OTHER <input type="checkbox"/> GUARANTOR	
NAME (Last - First - Initial) AYESHA	ACCOUNT NUMBER	NAME (Last - First - Initial)	ACCOUNT NUMBER
SOCIAL SECURITY NUMBER	MOTHER'S MAIDEN NAME	SOCIAL SECURITY NUMBER	MOTHER'S MAIDEN NAME
E-MAIL ADDRESS	FAX NUMBER	E-MAIL ADDRESS	FAX NUMBER
BIRTH DATE 10/21/1980	HOME PHONE	BIRTH DATE	HOME PHONE
PRESIDENT ADDRESS (Street - City - State - Zip) 30 B IRVING PLACE	<input type="checkbox"/> OWN <input checked="" type="checkbox"/> RENT YEARS/MONTHS AT THIS ADDRESS 4 y	PRESIDENT ADDRESS (Street - City - State - Zip)	<input type="checkbox"/> OWN <input type="checkbox"/> RENT YEARS/MONTHS AT THIS ADDRESS
PREVIOUS ADDRESS (Street - City - State - Zip)		PREVIOUS ADDRESS (Street - City - State - Zip)	
PURCHASE PRICE OF HOME: \$	PRESENT HOME VALUE: \$	PURCHASE PRICE OF HOME: \$	PRESENT HOME VALUE: \$
MORTGAGE BALANCE \$	MONTHLY PAYMENT (MORTGAGE/RENT) \$	MORTGAGE BALANCE \$	MONTHLY PAYMENT (MORTGAGE/RENT) \$
PLEASE COMPLETE ONLY IF YOU ARE APPLYING FOR JOINT CREDIT, SECURED CREDIT, OR IF YOU LIVE IN A COMMUNITY PROPERTY STATE. <input type="checkbox"/> MARRIED <input type="checkbox"/> SEPARATED <input type="checkbox"/> UNMARRIED (Single - Divorced - Widowed)		PLEASE COMPLETE ONLY IF YOU ARE APPLYING FOR JOINT CREDIT, SECURED CREDIT, OR IF YOU LIVE IN A COMMUNITY PROPERTY STATE. <input type="checkbox"/> MARRIED <input type="checkbox"/> SEPARATED <input type="checkbox"/> UNMARRIED (Single - Divorced - Widowed)	
EMPLOYMENT			
NAME AND ADDRESS OF EMPLOYER UNIV OF		NAME AND ADDRESS OF EMPLOYER <i>SHE HAS GONE TO COLLEGE</i>	
HIRE DATE 2/21/2009	POSITION SENIOR REG ASSISTANT	HIRE DATE <i>LOOKS LIKE A GOOD</i>	POSITION <i>JOB. HAS SHE</i>
PRIOR EMPLOYER		PRIOR EMPLOYER	
INCOME			
OTHER INCOME NOTICE: Alimony, child support, or separate maintenance income need not be revealed if you do not choose to have it considered.		OTHER INCOME NOTICE: Alimony, child support, or separate maintenance income need not be revealed if you do not choose to have it considered.	
EMPLOYMENT INCOME (GROSS) \$ 3,006.25 PER Month	OTHER INCOME (GROSS) \$ PER SOURCE	EMPLOYMENT INCOME (GROSS) \$ PER Month	OTHER INCOME (GROSS) \$ PER SOURCE

Loan Summary

Lots to like:

- Knows the car she wants
- Had been paying rent 4 years – she must be paying
- Job time is 6 years – she must like it, they must like her
- She was buying a car that was only 65% of her income
- She is not a bankruptcy threat
- She has hardly any unsecured debt
- She had paid another car for 34 months and never missed a payment

LOAN TERMS

Product Code		Payment Due Day	6
Amount Requested	<u>\$22,386.50</u>	First Payment Date	
Amount Approved	\$0.00	Initial Balloon Amount	\$0.00
Down Payment	\$0.00	GAP	\$0.00
Loan Term	<u>6 year(s) 0 month(s)</u>		
Rate	0.000%	Debt Cancellation	\$0.00
Estimated Vehicle Payment	\$0.00		

VEHICLE INFORMATION

Vehicle 2016 TOYOTA COROLLA-4 CYL
Mileage 0
VIN
Is New? Y
Estimated Value \$22,386.50

① New CAR ☺

① I Believe she
would Pay You

TRADE VEHICLE

Vehicle 0
VIN
Value \$0.00
Payment \$0.00
Payoff \$0.00
Allowance \$0.00

② You should Get A
Good Yield

There were no loan notes or effort put into this loan. It was easy to say 'no' because of the score.

Monthly Rent: \$900.00

WE DON'T LIKE YOU

Denial Reasons

Is Denied? True

Delinquent past or present credit obligations with others. Excessive obligations in relation to income.
Garnished, attachment, foreclosure, repossession, collection action or judgment

AYESHA Y FRASER - Individual

WHAT DO WE KNOW ABOUT EDUCATION

DID IT HELP HER ??

Account Type	Owner	Creditor	Balance	Payment	Comment	Include In Debt?	Will Be Paid?
<u>EDUCATION</u>	Borrower	USDOE/GLELSI	<u>\$35,913.00</u>	\$0.00	<u>When will she have to pay</u>	Y	N
<u>EDUCATION</u>	Borrower	USDOE/GLELSI	<u>\$10,576.00</u>	\$0.00	<u>AND</u>	Y	N
AUTO	Borrower	LEASE RENTAL	<u>\$3,486.00</u>	<u>\$309.00</u>	<u>How much</u>	Y	N
COLLECTION	Borrower	PORTFOLIO RC	<u>\$1,349.00</u>	\$0.00		Y	N
REVOLVING	Borrower	KOHL'S/CAPONE	\$713.00	\$21.00	Closed due to over 18 months of inactivity	N	N
REVOLVING	Borrower	CAPITAL ONE	\$496.00	\$25.00		Y	N

PROPERTY ADDRESS
 APPLICANT CO-APPLICANT
 APPLICANT AYESHA CO-APPLICANT
 SOC SEC # DOB 10/21/1980 SOC SEC # DOB
 MARITAL STATUS
 CURRENT ADDRESS 30 B IRVING PLACE, LENGTH
 PREVIOUS ADDRESS LENGTH

SCORE MODELS

TRANSUNION/FICO CLASSIC (08) - AYESHA

SCORE: 600

038 - SERIOUS DELINQUENCY, AND PUBLIC RECORD OR COLLECTION FILED

018 - NUMBER OF ACCOUNTS WITH DELINQUENCY

010 - PROPORTION OF BALANCES TO CREDIT LIMITS IS TOO HIGH ON BANK REVOLVING OR OTHER REVOLVING ACCOUNTS

020 - LENGTH OF TIME SINCE DEROGATORY PUBLIC RECORD OR COLLECTION IS TOO SHORT

FA - INQUIRIES IMPACTED THE CREDIT SCORE

SOURCE OF INFORMATION

1 TRANSUNION - PULLED ON: 12/07/15 - INFILE DATE: 11/01/98

NAME: AYESHA

NAME: AYESHA

NAME: DOB: 10/21/80

SSN:

ADDRESS: 30 IRVING PL

- REPORTED 11/98

ADDRESS: 47 SKY HOLLOW CT,

- REPORTED 04/09

ADDRESS: 45 BRACEWOOD RD.

EMPLOYER: UNIV OF

TRADE SUMMARY

	#	BALANCE	HIGH CREDIT	PAYMENTS	PAST DUE
MORTGAGE	0	0	0	0	0
AUTO	1	3486	10375	309	0
EDUCATION	12	46489	46599	0	0
OTHER INSTALLMENT	0	0	0	0	0
OPEN	1	0	0	0	0
REVOLVING	9	1209	1000	46	316
OTHER	3	1869	2224	0	1869
TOTAL	26	53053	60198	355	2185

SECURED DEBT	3486	OLDEST TRADELINE	07/94
UNSECURED DEBT	49567	DEBT/HIGH CREDIT	65%

DEROGATORY SUMMARY

CHARGE OFFS: 3 30 DAYS: 0 INQUIRIES: 9
 COLLECTIONS: 3 60 DAYS: 0 MOST RECENT LATE: undetermined

Note: you should get excited when you see a 600 score with code 38 and 18 in the first two places. Code 10 in the 3rd place is not a problem!

Yes. You Like This

Old/Small

You ARE COUNTING College. THAT IS NOT UNSECURED

PUBLIC RECORDS: 1 OTHER: 0

E C O S E	OPEN ACCOUNTS							
		DATE OPENED	HIGH CREDIT OR LIMIT	BALANCE				STATUS
	CREDITOR	DATE REPORTED	DLA	ACCT TYPE	TERMS	PAST MO DUE	REV 30 60 90+	SOURCE

History: 10/15: 0000000-00-0000000000

B BLEASE RENTAL 10/15 11/12 09/15 \$10375 \$3486 \$0.34 0 0 0 AS AGREED
AUTO 48 \$309 TU

History: 10/15: 0000000000000000000000000000000000

This is WHAT you ARE MOST INTERESTED IN

BBCAPITAL ONE 11/15 07/14
11/15 \$500 \$496 \$0 15 0 0 0 AS AGREED
REV MIN \$25 TU

[illegible]

WE CAN INCREASE

B BUS DEP ED	09/11	08/09	\$19767	\$0	\$0 25 0 0 0	NO STATUS
		--/--	EDU	120 \$0		TU

BBUS DEP ED	09/11	08/10	\$4000	\$0	\$0 12 0 0 0	NO STATUS
		--/--	EDU	120 \$0		TU

[illegible]

ATBAMEX	07/11	07/94	\$11269	\$0	\$0	23	0	0	0	PAID
		--/--	OPEN	\$0						TU

History: 07/11; -000000000000000000000000
ACCOUNT CLOSED BY CREDIT GRANTOR

- Long Time Ago

BBCB/LNBRYNT	09/08	01/01	\$100	\$0	\$0	48	0	0	0	PAID
		10/02	REV	\$0						TU

History: 09/08; -00000000000000000000000000
PURCHASED BY ANOTHER LENDER

BBSYNCB/GAP	11/15	12/06	\$500	\$0	\$0	48	0	0	0	PAID
		05/08	REV	\$0						TU

[illegible]

BBSYNCB/IEA	12/15	03/07	\$500	\$0	\$0	48	0	0	0	PAID
		11/08	REV	\$0						TU

[illegible]

Note: Capital One didn't take the time to tell her what maxing her card out would do to her score; we should be better than Capital One. We did not only lose the car loan but we lost a credit card. She is 27 years old and we lost a lifetime relationship.

[illegible]

E C O S E	DATE OPENED		HIGH CREDIT OR LIMIT	BALANCE		STATUS	
	CREDITOR	DATE REPORTED	DLA	ACCT TYPE	TERMS	PAST DUE	MO REV 306090+

BBPORTFOLIO.RC 11/15 03/12 \$1349 \$1349 \$1349 - - - COLLECTION
COLL - TU
PLACED FOR COLLECTION; ORIGINAL CREDITOR: GE CAPITAL RETAIL BANK

BBKOHLS/CAPONE	03/12	05/11	\$500	\$713	\$316	- - -	CHARGE OFF
PROFIT AND LOSS WRITEOFF		07/11	REV	\$21*			TU

BBPORTFOLIO RC	11/15	07/13	\$298	\$298	\$298	-	-	-	COLLECTION
		-/-	COLL	-					TU
PLACED FOR COLLECTION; ORIGINAL CREDITOR: WORLD FINANCIAL NETWORK BANK									

BB CONVERGENT	09/15	06/13	\$577	\$222	\$222	- - -	COLLECTION
		--	COLL	-			TU
PLACED FOR COLLECTION; ORIGINAL CREDITOR: 10 EVERSOURCE							

BBSALLIE MAE	07/12	11/00	\$1750	\$0	\$0 48 0 0	2	PD WAS 120+
	1	07/12	EDU	120 \$0			TU
History: 07/12; 0000-430000-----0000-----00000000000000							
Late Dates: 2/12-120, 1/12-90							
CLOSED							

BBSALLIE MAE 07/12 10/98 \$2625 \$0 \$0 48 0 0 2 PD WAS 120+
 07/12 EDU 120 \$0 TU
History: 07/12; 0000-430000-----0000-----00000000000000
Late Dates: 2/12-120, 1/12-90
CLOSED

BBSALLIE MAE	07/12	09/99	\$1750	\$0	\$0 48 0 0	2 PD WAS 120+
--------------	-------	-------	--------	-----	------------	---------------

old

Small.

History: 07/12; 0000-430000-----0000-----00000000000000
 Late Dates: 2/12-120, 1/12-90
 CLOSED

07/12

EDU 120 \$0

TU

BBSALLIE MAE 07/12 03/99 \$4000 \$0 \$0 48 0 0 2 PD WAS 120+
 History: 07/12; 0000-430000-----0000-----00000000000000
 Late Dates: 2/12-120, 1/12-90
 CLOSED

07/12

EDU 120 \$0

TU

BBSYNCB/JCP 04/12 05/11 \$1228 \$0 \$0 - - - CHARGE OFF
 PURCHASED BY ANOTHER LENDER

07/11

REV \$0

TU

BBTARGET/TD 07/13 06/11 \$1300 \$0 \$0 - - - CHARGE OFF
 PURCHASED BY ANOTHER LENDER

07/11

REV \$0

TU

BBUS DEP ED 08/12 08/09 \$3000 \$0 \$0 10 0 0 1 PD WAS 120+
 History: 08/12; -30000000000
 Late Dates: 7/12-90
 TRANSFER

--

EDU 120 \$0

TU

BBUS DEP ED 08/12 08/10 \$2400 \$0 \$0 10 0 0 1 PD WAS 120+
 History: 08/12; -30000000000
 Late Dates: 7/12-90
 TRANSFER

--

EDU 120 \$0

TU

BBUS DEP ED 08/12 08/09 \$5667 \$0 \$0 10 0 0 1 PD WAS 120+
 History: 08/12; -30000000000
 Late Dates: 7/12-90
 TRANSFER

--

EDU 120 \$0

TU

BBUS DEP ED 08/12 08/10 \$12700 \$0 \$0 10 0 0 1 PD WAS 120+
 History: 08/12; -30000000000
 Late Dates: 7/12-90
 TRANSFER

--

EDU 120 \$0

TU

OTHER CREDIT HISTORY

*** NONE ***

PUBLIC RECORDS

BB MEMBER File Date: 03/13 Plaintiff: HILLS APAR
 Docket #: Amount: \$4,104 Action Type: JUDGMENT
 Source: 1U Status Date: -- Status: JUDGMENT

ALERT

1 - TRANSUNION ID MISMATCH ALERT: 6 INQUIRIES RECORDED IN THE LAST 60 DAYS.



What It Costs to Say No Worksheet

The Cost of Saying "No"

Loan Made

- A) Amount of Loan \$22,386.50
- B) Terms 60
- C) Rate 11.95%
- D) Total of Payments \$29,844.59
(Assumes loan has been made.)

Loan Denied

- E) Same Amount \$22,386.50
- F) Same Term 60
- G) Investment Yield (Rate) 1%
- H) Total of Payments \$22,960.15
(Assumes \$ stayed in investments.)

Potential loss in income if payments were made on loan and the loan went to full term.

- (D) Total of Payments on Loan \$29,844.59
- (H) Total of Payments if the Loan is Rejected and the Money Left in Investments. \$22,960.15
- (E) TOTAL - Potential Lost Income = \$6,884.44

Should I Say "No"?

Realizing what was lost in income, answer the following questions:

- | | | | |
|----|--|-----|----|
| 1) | Did the member have a good job? | yes | no |
| 2) | Was there a good likelihood of continued employment? | yes | no |
| 3) | Was payroll deduction available? | yes | no |
| 4) | Was the member a bankruptcy threat?
(25%-30% of gross annual income in unsecured debt.) | yes | no |
| 5) | Is there evidence that the member has paid or is paying similar type loan? | yes | no |
| 6) | Do we know what type car/truck the member is attempting to purchase? | yes | no |
| 7) | Do we know the mileage/condition?
Mileage _____ Condition _____ | yes | no |
| 8) | Did we find out if there is a trade-in or cash down payment?
Trade-In _____ Cash Down _____ | yes | no |



We can help our members,
even in collections, come up
with a solution and re-build
their credit.



Remember... “You have two hands. One to help yourself, the second to help others.”

Upcoming Classes:

- **June 20-22:** Denver, CO; **3-Day University of Lending** featuring Jack Kelly
- **August 7-11:** Crystal Lake, IL; **5-Day University of Lending** featuring Rex Johnson
- **September 26-28:** Syracuse, NY; **3-Day University of Lending** featuring Ed Swanson
- **October 3-5:** Los Angeles, CA; **Collections Institute** featuring Karin Brown-Purtell
- **October 16-20:** Crystal Lake, IL; **5-Day University of Lending** featuring Rex Johnson
- **November 7-9:** Charlotte, NC; **3-Day University of Lending** featuring Bob Schroeder
- **November 14-16:** Las Vegas, NV; **Indirect Lending Institute** featuring Ed Swanson
- **Nov 27 - Dec 1:** Las Vegas, NV; **5-Day University of Lending** featuring Rex Johnson