

# Credit Bureaus

Pre-qualify your customer, speeding up the sales and credit approval process!

Understanding your customer early on in the sales process helps you put your customer in the right vehicle with the right finance source.

Connecting with a credit bureau service allows you to pre-qualify your customer with a few simple clicks. When you're trying to get your customer's vehicle sale financed, you need a reliable and secure source to process critical and sensitive customer credit bureau queries. The DealerTrack Network meets that need by providing you access to your customer's credit history.

Our credit bureau service is integrated within the DealerTrack Network. As a result, accessing stand-alone credit bureau systems is no longer needed. Duplicate data entry and double logins are eliminated. In addition, bureaus requested through the DealerTrack Network qualify you for competitive pricing.

You have the ability to request credit bureaus from several locations within the DealerTrack Network. Our short form allows you to pre-qualify your customer with some basic data entry and then with one click, it can be transferred into a credit application.

Access to credit bureaus via the DealerTrack Network allows you to work more efficiently to close more deals in less time.

For more information and details on pricing please contact your District Manager or call 1.866.360.3863.

## Features/Benefits

- Build rapport and trust by becoming an expert on your customer's credit history
- Create realistic expectations and paint a vision for a better future with credit challenged customers
- Increase approval rates on your finance deals
- Structure the best deal for every customer with easy access to credit bureau information
- Review credit bureaus in several user-friendly formats
- Eliminate double data entry with full integration within the DealerTrack Network

