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RAPID Decision

Brought to You Exclusively by:

WM CARNET TARGETED MARKETING

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www.rapiddecision.biz

FREQUENTLY ASKED QUESTIONS:

Q. How can I legally get a credit score with a credit application?

Prescreening is permissible under the FCRA with the requirement of a "firm offer of credit" Western Sierra Acceptance Corp., a licensed consumer finance company, has built a tool with their underwriting guidelines which provides the "firm offer of credit".

Q. Can other companies provide this service?

Various forms of instant screen products have been around for a number of years, but normally by retailers who do their own lines of credit. This product is specifically setup and designed with Auto Dealers in mind.

Q. How do I use RapidDecision.biz?

Simply enter a customer's name and address into the secure, website portal and it will return the results.

Q. What do the tiers mean on RapidDecision.biz?

The FCRA only allows for us as the lender to share a "score range" with your dealership. The tiers are the way that we can legally provide you with the information you need to help your sales process.

RapidDecision.biz does not impact a consumer credit score. It is listed as a marketing inquiry in a separate section of their report and is NOT used in the calculation of the score.

Q. What is the firm offer of credit and why do we need to make sure the customer gets it?

The FCRA permits this type of pre-screened offers, but mandates that the consumer gets a copy of the terms and conditions that were used to conduct the pre-screen. Those terms and conditions are what covers the firm offer of credit requirement. It is still only a pre-qualification or pre-selection and not a guarantee of credit.

Q. Will we get results back on everyone we put into the system?

No. Because of the "opt-out program" there will be a small percentage of people who the system will not return a result on. It is a very small percentage of the total population and is only those folks who have actually registered in the federal opt-out program for pre-screened offers.

Q. How do we get started with Rapid Decision?

Simply go to www.rapiddecision.biz and complete the form. Once you complete that form, you will be directed to a website to download the enrollment package. Simply follow the instructions in the packet and submit it. Within in 24 hours (Monday thru Friday) you will get your account activation information. You can also call 800.944.0213 for additional questions.