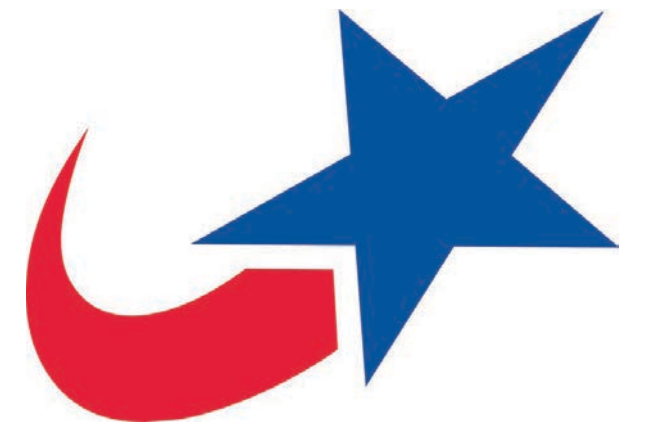


CAMPUS USA CREDIT UNION PRESENTS:

UNDERSTANDING CREDIT & CREDIT SCORES



Meet the **CAMPUS** Team



Credit Experts



Kaitlin Gertner
Marketing Specialist

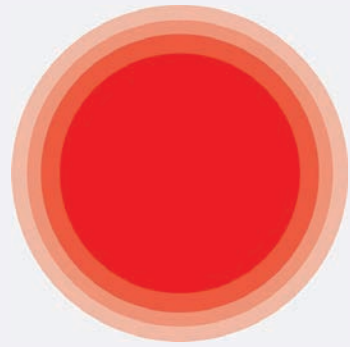


Alex Gonzalez
Service Center Manager



Kristi Holland
Service Center Manager

Welcome



This webinar is being **recorded** and will be published on our website, campuscu.com.



Microphones have been muted and cameras are turned off for this webinar.



Please post comments and questions in the chat. We will answer your questions during the Q & A portion of the presentation.



At the conclusion of this session, please take a few moments to answer the short survey.

Seminar Objectives

- **What is credit & how to establish it**
- **What is a credit report**
- **Credit Scores**
- **Why is good credit important**
- **How to maintain good credit**
- **How to rebuild credit**

CREDIT

What is credit?



Credit **is the ability** to borrow money or access goods or services with the understanding that you'll pay later.

Lenders, merchants, and service providers (known collectively as creditors) grant credit based on their confidence you can be trusted to pay back what you borrowed, along with any finance charges that may apply.

Source: Experian

A collage of the word "CREDIT" in various shades of blue and white, with some letters appearing larger and more prominent than others, creating a textured, layered effect.

CREDIT

Why is good credit important?



Credit impacts many areas of your everyday life



Buying a car



Insurance



**Cell phone
contract,
utilities, etc.**



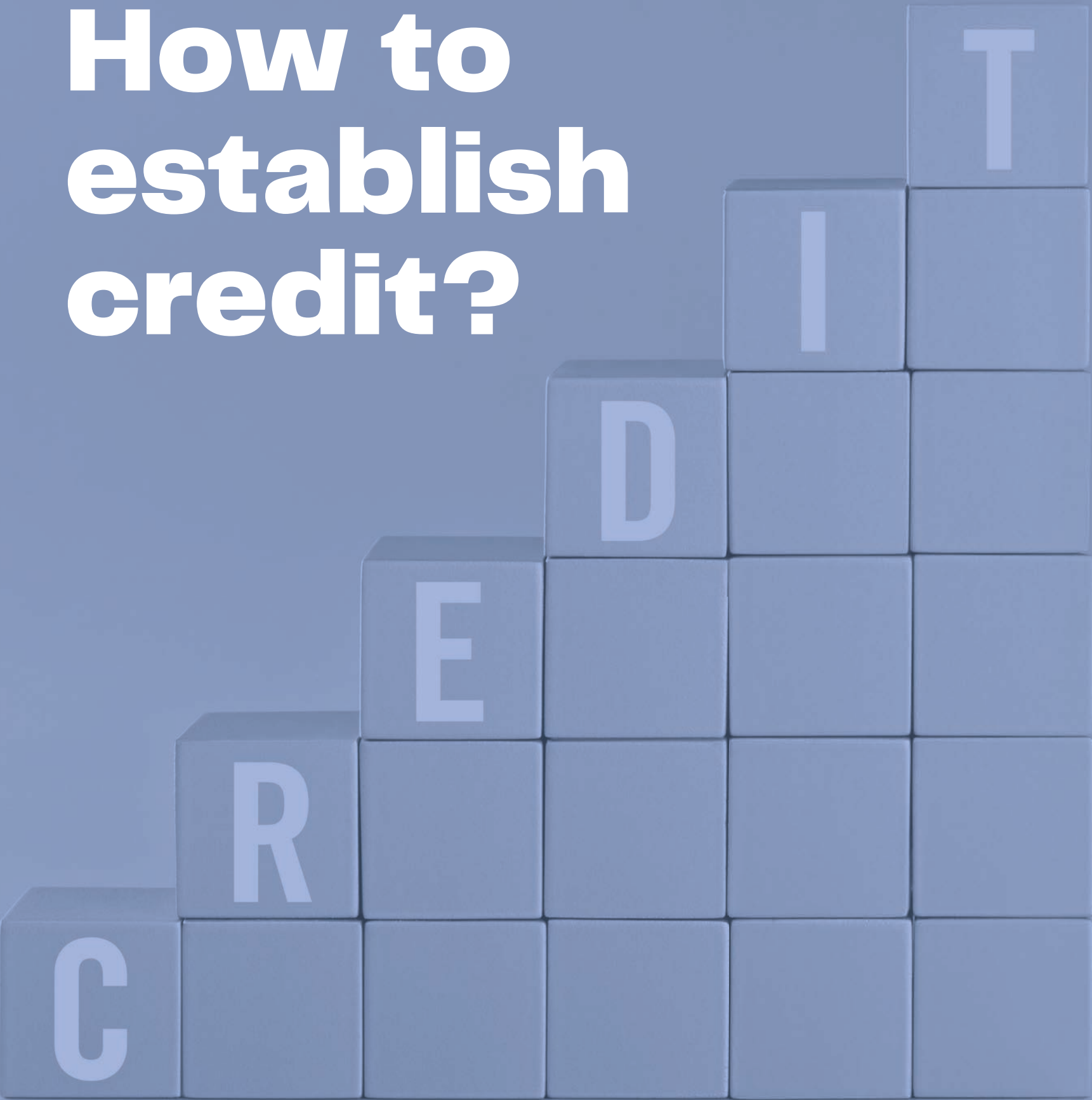
Getting a job



**Lower interest
rates**

Better Rate • Easier Approvals • Higher credit limits

How to establish credit?



Apply for a secured credit card or department store card.



Become an authorized user on someone else's card.



Co-sign on a car loan, consolidation loan, etc.

What is in a credit report?



Identifying information

Creditors/payment history

Bankruptcies & collections

Inquiries that you have initiated



Sample Credit Report

3/16/22, 3:58 PM

ViewCredit

mortgage credit link_{TM}

CREDIT REPORT

SEND TO: Campus USA CU
CUST. # CampusUSA
1600 SUNFLOWER AVE, COSTA MESA, CA 92626

REQUESTED BY: CAMPUS USA CUT2
DATE: 3/9/2022

FILE #: 1406975
REF. #: 3746
REPOSITORIES: EF

APPLICANT INFORMATION

APPLICANT:	TESTCASE, MARISOL	000-00-0001	01/01/1950
CURRENT ADDRESS:	14007 NW 1ST RD, NEWBERRY, FL 32669	LENGTH:	

SCORE MODELS

APPLICANT

743 EQUIFAX/FICO CLASSIC V5 FACTA

RANGE: 334-818

MARISOL LEMUS TESTCASE - 000000001

00030 TIME SINCE MOST RECENT ACCOUNT OPENING IS TOO SHORT
00014 LENGTH OF TIME ACCOUNTS HAVE BEEN ESTABLISHED
00008 TOO MANY INQUIRIES LAST 12 MONTHS
00012 LENGTH OF TIME REVOLVING ACCOUNTS HAVE BEEN ESTABLISHED

SOURCE OF INFORMATION

1 EQUIFAX - PULLED ON: 03/09/22 - INFILE DATE: 06/30/01

Name	SSN	DOB
MARISOL LEMUS TESTCASE	-	05/27/80
LEMUS TESTCASE	-	N/A
N/A	000000001	N/A

Address	Time Frame
220 LOCUST AVE, ANTHILL, MO 65488-0001	09/21*
7144 S JAMACHA RD, ANTHILL, MO 65488-0001	06/17

TRADE SUMMARY

TYPE	COUNT	BALANCE	HIGH CREDIT	PAYMENTS	PAST DUE
MORTGAGE	0	\$0	\$0	\$0	\$0
AUTO	2	\$28626	\$31206	\$533	\$0
EDUCATION	0	\$0	\$0	\$0	\$0
OTHER INSTALLMENT	0	\$0	\$0	\$0	\$0
OPEN	1	\$0	\$0	\$0	\$0
REVOLVING	11	\$228	\$19400	\$20	\$0
OTHER	0	\$0	\$0	\$0	\$0
TOTAL	14	\$28854	\$50606	\$553	\$0

SECURED DEBT	\$28626	OLDEST TRADELINE	06/17
UNSECURED DEBT	\$228	REVOLVING CREDIT UTILIZATION	1%
		TOTAL DEBT/HIGH CREDIT	57%

ECOA KEY: B=BORROWER; C=CO-BORROWER; J=JOINT; U=UNDESIGNATED; A=AUTHORIZED USER; P=PARTICIPANT; S=CO-SIGNER; M=MAKER; X=DECEASED; I=INDIVIDUAL; T=TERMINATED

MCL DEMO: 1600 SUNFLOWER AVE, COSTA MESA, CA 92626 (P) 7147086950 (F) 7147086956

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<https://demo.consumer.meridianlink.com/Lender/SharedLoanAppPages/credit/ViewCredit.aspx>

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3/16/22, 3:58 PM

ViewCredit

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FILE #: 1406975
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REPOSITORIES: EF

DEROGATORY SUMMARY

CHARGE OFFS:	0	30 DAYS:	0	INQUIRIES:	9
COLLECTIONS:	0	60 DAYS:	0	MOST RECENT LATE:	--/--
BANKRUPTCY:	0	90 DAYS:	0	DISPUTES:	0
PUBLIC RECORDS:	0	OTHER:	0		

EXPERIAN ATTRIBUTES

*** NONE ***

CREDIT ATTRIBUTES

WHOSE	ATTRIBUTE	VALUE
B	Total number of trades excluding collections (S2)	14
B	Total number of auto loan trades reported in the last 24 months (S12)	2
B	Number of trades opened in past 12 months (S35)	7
B	Number of trades opened in past 24 months (S36)	8
B	Number of revolving trades opened in last 30 days (S0)	2
B	MP TRD NUM INSTALL TRADES THAT ARE NOT STUDENT LOAN (IN0002_CAMP)	2
B	MP TRD NUM MORT TRADES (MG0027_CAMP)	0
B	Unsecure Balance (UNSECBAL)	228

OPEN ACCOUNTS

001												
ECOA / WHOSE B / B		USAA FSB ACCT000006 Directory: 8005318722 PO BOX 33009 SAN ANTONIO, TX 78265 MEMBER #: 905BB02443	ACCT TYPE AUTO	REPORTED 02/22	HI CREDIT \$31206	PAYMENT \$533	30 0	60 0	90+ 0	AS AGREED		
SOURCE EF			TERM -	OPENED 06/21	BALANCE \$28626	PAST DUE \$0				MO REV 08	LAST LATE --/--	DLA 02/22
History: 02/22; 0												
002												
ECOA / WHOSE B / B		CHASE ACCT000002 Directory: 8009452000 301 N WALNUT ST, FLOOR 09	ACCT TYPE REV	REPORTED 03/22	HI CREDIT \$4000	PAYMENT \$10	30 0	60 0	90+ 0	AS AGREED		
SOURCE EF		WILMINGTON, DE 19801- 3935 MEMBER #: 458ON13374	TERM -	OPENED 08/21	BALANCE \$228	PAST DUE \$0				MO REV 06	LAST LATE --/--	DLA 03/22
History: 03/22; 0												
003												
ECOA / WHOSE B / B		CITI ACCT000004 Directory: MAIL ONLY 5800 SOUTH CORPORATE PLACE, MAIL CODE 234 SIOUX FALLS, SD 57108 MEMBER #: 906BB00040	ACCT TYPE REV	REPORTED 03/22	HI CREDIT \$2300	PAYMENT \$0	30 -	60 -	90+ -	AS AGREED		
SOURCE EF			TERM -	OPENED 03/22	BALANCE \$0	PAST DUE \$0				MO REV -	LAST LATE --/--	DLA --/--

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Sample Credit Report

3/16/22, 3:58 PM

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INQUIRIES

WHOSE	COMPANY	BUSINESS TYPE	INQUIRY DATE	BUREAU
B	CREDSTAR	MISC	03/04/22	EF
B	ANDELER	UTILITIES/FUEL	07/16/21	EF
B	USAA	BANKING	05/20/21	EF
B	CTUPELO	AUTOMOTIVE	05/19/21	EF
B	TOYOTA CRE	FINANCE	05/19/21	EF
B	CINGULR-MS	UTILITIES/FUEL	04/02/21	EF
B	CINGULR-MS	UTILITIES/FUEL	03/29/21	EF
B	FED GOVT	GOVERNMENT	02/05/21	EF
B	GEMB/OLDNY	FINANCE	01/03/21	EF

CREDITORS

SUBSCRIBER NAME	ADDRESS	PHONE
AT&T SERVICES INC	-	888-383-2355
BANK OF AMERICA	4060 OGLETOWN/STANTON RD, DE5-019-03-07, NEWARK, DE 19713	800-421-2110
CEDAR HILL NATIONAL	8100 DEMARK ROAD, CATO'S, CHARLOTTE, NC 28210	-
CITICARDS CBNA	5800 SOUTH CORPORATE PLACE, MAIL CODE 234, SIOUX FALLS, SD 57108	MAIL ONLY
COMENITY BANK/BEALLS	-	MAIL ONLY
DISCOVER BANK	PO BOX15316, ATT:CMS/PROD DEVELOP, WILMINGTON, DE 19850-5316	800-347-2683
FEDERAL GOVERNMENT A	OFFICE OF PERSONAL MANAGE, BOYERS, PA 18018	412-794-6733
GEMB/JC PENNEY	PO BOX 981402, EL PASO, TX 79998	800-542-0800
GEMB/OLD NAVY	BRANCH C11A, P.O. BOX 981400, EL PASO, TX 79998	877-222-6868
GTE SOUTHWEST INC.	-	877-325-5156
HSBC MCRAES	-	601-968-4293
JPMCB - CARD SERVICE	301 N WALNUT ST, FLOOR 09, WILMINGTON, DE 19801-3935	800-945-2000
NBGL-MCRAE'S	3455 HWY 80 W, JACKSON, MS 39209	601-968-4293
SYNCB/OLD NAVY	PO BOX 965005, ORLANDO, FL 32896-5005	877-222-6868
TOYOTA CREDIT	-	225-929-6600
TOYOTA MOTOR CREDIT	ADDRESS NOT AVAILABLE, ATLANTA, GA 30309	800-801-2055
USAA	-	800-531-8722
USAA FEDERAL SAVINGS	PO BOX 33009, SAN ANTONIO, TX 78265	800-531-8722

DISCLAIMER

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DISCLAIMER

- An asterisk (*) following the payment amount indicates the repositories have no payment data and that the amount was automatically calculated as a percentage of the account balance.

- This is a report containing information supplied by the repositories listed above. The merge process is automated and the report may include some duplications and/or omissions. Inquiries regarding any disputed items should be directed to the creditor reporting the item, or to the appropriate repository service center(s) listed below.

EXPERIAN
PO BOX 2002
ALLEN, TX 75013
888-397-3742
www.experian.com/reportaccess

TRANSUNION
PO BOX 1000
CHESTER, PA 19016
800-916-8800
transunion.com/myoptions

EQUIFAX
PO BOX 740241
ATLANTA, GA 30374
800-685-1111
www.equifax.com/fcra

MISCELLANEOUS INFORMATION

- Instant View Password: D1-12DD4B
- To verify the authenticity of this credit report, please visit <https://demo.mortgagecreditlink.com> and click on the Instant View link. Enter Identifier # 1406975 and password D1-12DD4B to view the report. For any inquiries regarding this report or services provided by MCL DEMO please contact us at 7147086950.

*** END OF REPORT 3/16/2022 12:57:50 PM ***

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Credit pulled for the same thing over a period of time, does not negatively impact your credit.

Credit Bureaus



Free annual credit report

www.AnnualCreditReport.com

***Pulling your own credit does not effect your score ("soft pull").**

Poll: How often do you check your credit score?

What is a Credit Score?



- Three-digit number used by financial institutions or credit card companies to determine risk when issuing a loan or credit card. Number ranges from 350–850.
- Credit bureaus use their own formulas and models depending on the product you are applying for.
- The most widely used model is FICO, and score may vary.
- Pro Tip: Credit Karma

Breakdown of Credit Scores

35%

Payment History

30%

How much of your
available credit you
are using

15%

Length of history

10%

New credit
accounts/inquiries

10%

Types of credit/mix



Breakdown of Credit Scores

Payment History



On time ● Late Payments ● Over 30 days late

Poll: Payment 30 days late

Breakdown of Credit Scores

Credit Utilization



$$\text{Balance} / \text{Available Limit} = \text{Credit Utilization}$$

Example: A credit card with a \$1,000 limit and a remaining balance of \$200, has a credit utilization of 20%.
This equation can be used for your individual card or total utilization.

Rule of thumb: Keep utilization under 30%.

Note: If you use the full amount of credit available but pay off entirely, your credit utilization is 0%.

Breakdown of Credit Scores

Length of History



Keep oldest line(s) of credit open.

Breakdown of Credit Scores

New credit account/inquiries



HARD PULL VS. SOFT PULL

Breakdown of Credit Scores

Credit Mix

35%

Payment History

30%

How much of your
available credit you
are using

15%

Length of history

10%

New credit
accounts/inquiries

10%

Types of credit/mix



Revolving Credit (Credit Cards)

Max credit limit with option
for monthly minimum
payment.



Installment Loan

Typically paid back in monthly
payments.
(car loan, mortgage, signature loan)



Service Contracts

Utility bill, phone bill, etc.

Credit Score Ranges



740+

Best chance of approval, best interest rates.

739-700

Good chance of approval, lower rate.

699-600

Better approval odds, slightly lower rate.

Under 600

Low chance of approval, high interest rate.

The cost of having low credit

Mortgage Example

Credit Score	Interest Rate	Monthly Pmt	Total Interest	\$ Saved over 30 years
740+	5%	\$1,878.88	\$326,395.24	\$161,885.90
739-720	5.5%	\$1,987.26	\$365,414.14	\$122,867.00
719-700	6%	\$2,098.43	\$405,433.66	\$82,847.48
699-660	6.5%	\$2,212.24	\$445,405.71	\$42,875.43
659 & below	7%	\$2,328.56	\$488,281.14	\$0.00

\$350,000 for 30 years

Credit Card Example

Effects of interest over time

Minimum Payment Warning: If you make only the minimum payment each period, you will pay more in interest and it will take you longer to pay off your balance. For example:

If you make no additional charges and each month you pay...	You will pay off the balance shown on this statement in about...	And you will pay an estimated total of...
Only the Minimum Payment Due	12 years	\$6,826
\$123	3 years	\$4,426 (Savings = \$2,400)

Credit card balance = \$3,290.14 with minimum payments of \$35.

Surprising ways to damage your credit score

Service Contract

Missed utility payment or unreturned equipment

Moving

When moving from an apartment or rental property (Last rent or damage fee)

Membership Cancellation

Example: Gym Membership

Cell Phone Collections

Or any bill you do not pay

Medical Bills

These will go collections if they are unpaid

How to rebuild your credit score?

**Order credit reports for free from
annualcreditreport.com**

- Dispute any errors
- Contact any collections agencies to discuss payment options

Pay bills on time

Apply for secured card or loan

How **CAMPUS** can help



**SECURED LOAN
OR
CREDIT CARD**



AUTO LOAN

Thank you for joining us!

Questions or comments?

feedback@campuscu.com

