



Credit Reports & Scores: Using Them Legally & Effectively

Wednesday, August 25, 2010

9:00am – 10:30am Hawaii Time

Reading credit reports used to be simple! However, today's average credit report is 5-10 pages (depending on the format) and it takes considerable knowledge to digest the information. It's not what you know, but rather what you don't know, that can be costly when making loans.

This program will review reports from the "Big 3" National Credit Report Agencies (NCRA) (Experian, Equifax and TransUnion), including the different file formats and several add-on products available through each. It will also cover the new credit-scoring system being introduced by the "Big 3" that FICO is trying to block, plus key points of the Fair Credit Reporting Agency (FCRA) & Fair & Accurate Credit Transaction Act (FACTA) compliance.

HIGHLIGHTS

- Experian, Equifax, and TransUnion credit files – which is best for your credit union and why?
- What affects credit scores?
- Scores in a down economy
- What are the strengths and weaknesses of FICO, Emperica, and Beacon?
- "Add-on" products to help you spot fraud on the front end
- Permissible Purpose, ECOA, and your Adverse Action Notice
- Build a better portfolio using scores and red flags during loan review
- Evaluate bankruptcy models to determine what's right for your credit union
- Accounts receivable scoring – prioritize your efforts and collect accounts sooner
- Reporting your information – Metro2, E-OSCAR, and FACTA compliance
- Using credit reports/scores to prevent fraud when opening checking/share draft accounts

WHY SHOULD YOU PARTICIPATE?

This session is a cost-effective way to learn how your credit union can use scores more effectively within established legal parameters. You may train as many individuals as you like for one set price. There will be no travel costs, no time lost from work, and no one will be required to leave the institution.

WHO SHOULD ATTEND?

This informative session is designed for CEOs, presidents, branch and assistant managers, loan committees, credit analysts, lenders, compliance officers, collectors, trainers, personnel who report consumer data, and staff that establish and maintain credit and collection policy and procedures.

PLEASE NOTE: Your registration fee allows you to have one telephone connection. However, as many people as you like may listen from your office speaker phone. If you register for the webinar, your registration fee also includes one internet connection from a single computer terminal.

ABOUT THE PRESENTER – Greg Souther, Greg Souther Consulting & Seminars

Greg is President of Greg Souther Consulting & Seminars, a firm that provides training and consulting to businesses in the areas of Service & Communication; Credit & Collections; Fraud & Security; and Marketing & Sales. Previously, Greg was co-owner and President of The Credit Bureaus of Southeast Georgia, the parent company for six credit reporting and collection agencies based in Brunswick, Georgia.

In addition, Greg is a former President of Associated Credit Bureaus of Georgia; a former President of Georgia Collectors Association; a former Dean, Trustee, and Instructor of Southern Management Institute; and previously a Certified Instructor for American Collectors Association, Inc. With over 25 years of training and speaking experience, Greg shares practical, "how to" advice that everyone can easily understand and use in their daily work environment.

WHAT IS A WEBINAR?

This training method allows unlimited listeners on your office speaker phone. By choosing the webinar option, participants will also be able to view online visuals as the presentation is delivered. Registrants receive a toll-free number and pass code that will allow entrance to the seminar. The session will be approximately 90 minutes, including question and answer sessions. Seminar materials will be sent prior to the broadcast along with hookup instructions. Your pin number, hookup instructions and handouts will be emailed to you. You will need the most current version of Adobe Acrobat Reader available free at www.adobe.com.

CAN'T ATTEND THE SCHEDULED TRAINING? ORDER THE **NEW AUDIO/VISUAL CD ROM!**

As an added benefit, you may purchase a CD Rom* of this presentation. The CD includes the original audio/visual presentation, the question and answer sessions, and the handouts. In addition, you will be able to contact the presenter if you have follow-up questions. Use this "off-the-shelf" training program for those that could not attend the live seminar and for future training. **AFFORDABLE, PROFESSIONAL TRAINING, WHEN AND WHERE YOU CHOOSE.**

**Hookup instructions and materials will be emailed
approximately two days prior to seminar.**

~~----- Registration Deadline: August 13, 2010 -----~~

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Credit Union Name: _____ Phone No.: _____

Contact Person: _____ *(Required)* Email Address: _____

(Required for Webcast & CD option only)

Mailing Address: _____ City _____ State _____ Zip _____

Please register our credit union for:

- Webcast Only \$200
- CD Only \$200
- Webcast and CD (PC use only) \$250

Please mail your completed form and payment to: Hawaii Credit Union League
1654 S. King Street
Honolulu, HI 96826-2097