



INSTANT INCOME AND EMPLOYMENT DATA: KEY FOR AUTO LENDERS

Empower faster access to credit and reduce friction with digital verification solutions

EQUIFAX®

| The Work Number®



For auto lenders, a surge in demand increases the need for faster, more informed credit decisions.

As the country eases out of the pandemic, pent-up consumer demand, inventory shortages, and increases in vehicle prices have made 2022 an interesting year for the Automotive Industry.

What's more, thanks to government stimulus, stockpiled savings, and lower interest rates, many consumers may have the capacity, willingness, and even enthusiasm to buy. With all of these forces in play, the industry is ripe for transformation following the 2020 COVID-19 pandemic. But, what might that mean for auto finance companies?

In order to process a potential influx of loan applications and approvals, it is crucial for lenders to:

- Leverage data and automation to help enable faster and more informed decisions
- Find more efficient ways to manage risk
- Integrate technology that supports a frictionless, digital experience for consumers



Leverage data and automation to help enable faster and more informed decisions.

Automated processes are incredibly important in today's lending landscape. Speed and consistency can make or break a deal, so it is vital for lenders to adopt workflows that help drive automation. This frees up time on tedious and redundant data requests, enabling lenders to spend more time on value-added activities.

Income and employment verification pushes beyond traditional credit data to reveal more details about consumers, and helps empower lenders to give approvals back to their dealers potentially without stipulations and with confidence.

In the same way that technology is helping industries such as retail, healthcare, and hospitality develop more efficient processes, it can also help the automotive industry. For example, using commercial verification solutions, such as instant income and employment data, during loan application has empowered lenders to understand a borrower's propensity to repay a loan earlier on in the car-buying process. This helps reduce risk and gives lenders the data they need to effectively evaluate applications and streamline their processes.

40%

Applicants are 40% more likely to be funded when lenders use third-party income and employment verifications in the decision process.*

* Equifax Internal Study of The Work Number Inquiry Data, December 2018 - December 2019 United States consumer finance loans. Individual results may vary.

Find more efficient ways to manage risk.

When margins are tight, as a lender you know that one wrong decision can significantly impact your bottom line, so you are constantly looking for ways to help minimize risk, wasted time and resources in order to increase profits.

Supplementing traditional credit data with third-party information — like income and employment data from The Work Number® from Equifax® — opens up a world of lending opportunities, and helps manage risk.

Spend more time extending more loans to more people — and free up time to pursue new opportunities.

While it's not uncommon for consumers to overstate (and sometimes even understate) their income on applications, you need a way to verify them with certainty and speed. And without having to rely on the information they've provided themselves.

Income and employment data, directly from employers, can also help mitigate the loan affordability issue caused by inaccurate earning information. It's largely becoming a table stake for the industry.



15%

Lenders gain 15% more efficiency using The Work Number.*





Integrate technology that supports a frictionless, digital experience for consumers.

Automated commercial data solutions don't only help lenders quickly verify and process applications more effectively, and across a wider range of job types — but they may also cut down on time-consuming manual processes that slow the loan approval process that can negatively impact the customer experience.

Decisions based on traditional credit scores alone typically require additional information — like pay stubs and/or W-2s. Tracking down and collecting the appropriate documentation can be a hassle for everyone involved. For applicants looking to buy on a whim, logging into their employer's intranet to download a paystub creates even more friction.

In addition, using instant income and employment verification, direct from employers, helps ensure you are getting the most up-to-date employer-reported information about your loan applicant's circumstances at any given time.

We live in a digital world. Reduce reliance on applicant-provided documentation, alleviating burden on the borrower.



More than
**119 Million
Reasons**

why lenders choose The
Work Number® to verify borrower
income and employment

Here's what we know:

These days consumers have many options. Lenders can differentiate approvals from competitors by potentially removing stipulations with qualified customers.

As a provider of data governed by the FCRA (Fair Credit Reporting Act), The Work Number gives you and other credentialed verifiers access to millions of active income and employment records, direct from employers.

Ultimately, this enables you to:



Make fast, informed decisions that address the changing demands of the industry and the consumers you serve.



Get a broader understanding of financial history, with insight beyond a consumer's stated income or credit score.



Provide the immediacy and convenience consumers have come to expect.



Potentially reduce the labor hours to manually review and clear stipulations.



Instantly see the most up-to-date information available, with records updated every pay cycle.

There is power in numbers.
**And ours speak
for themselves.**



1.2M+
employers

across a variety of industries
contribute income and
employment data.



119M+

active income and
employment records.



223M

verification requests
processed on behalf of
consumers in 2020 alone.





Automated processes and integrated data can help auto lenders maximize loan decisioning by streamlining nearly every stage of the process. Now more than ever, auto finance companies are doing more with less and identifying ways to quickly adopt more efficient technology throughout the decision process. The added costs, delays, and burden caused by outdated, manual processes put lenders at a disadvantage when it comes to efforts to achieve growth and efficiency objectives.

If you're ready to see how third-party verifications can help you make more informed decisions and help streamline and automate your processes — contact us today.

The Work Number is here to help you.

- Bypass the manual processes.
- More efficiently and easily see a consumer's ability to pay.
- Identify potential red flags and reduce risk when extending credit.
- Stay abreast of potential changes to existing customer employment and income information.
- And so much more — with The Work Number.

Get started and get results
with the **worknumber.com**.

EQUIFAX | The Work Number®