



EQUIFAX

**THE WORK
NUMBER**

Automated Income and Employment Data Could Fuel More Conversions

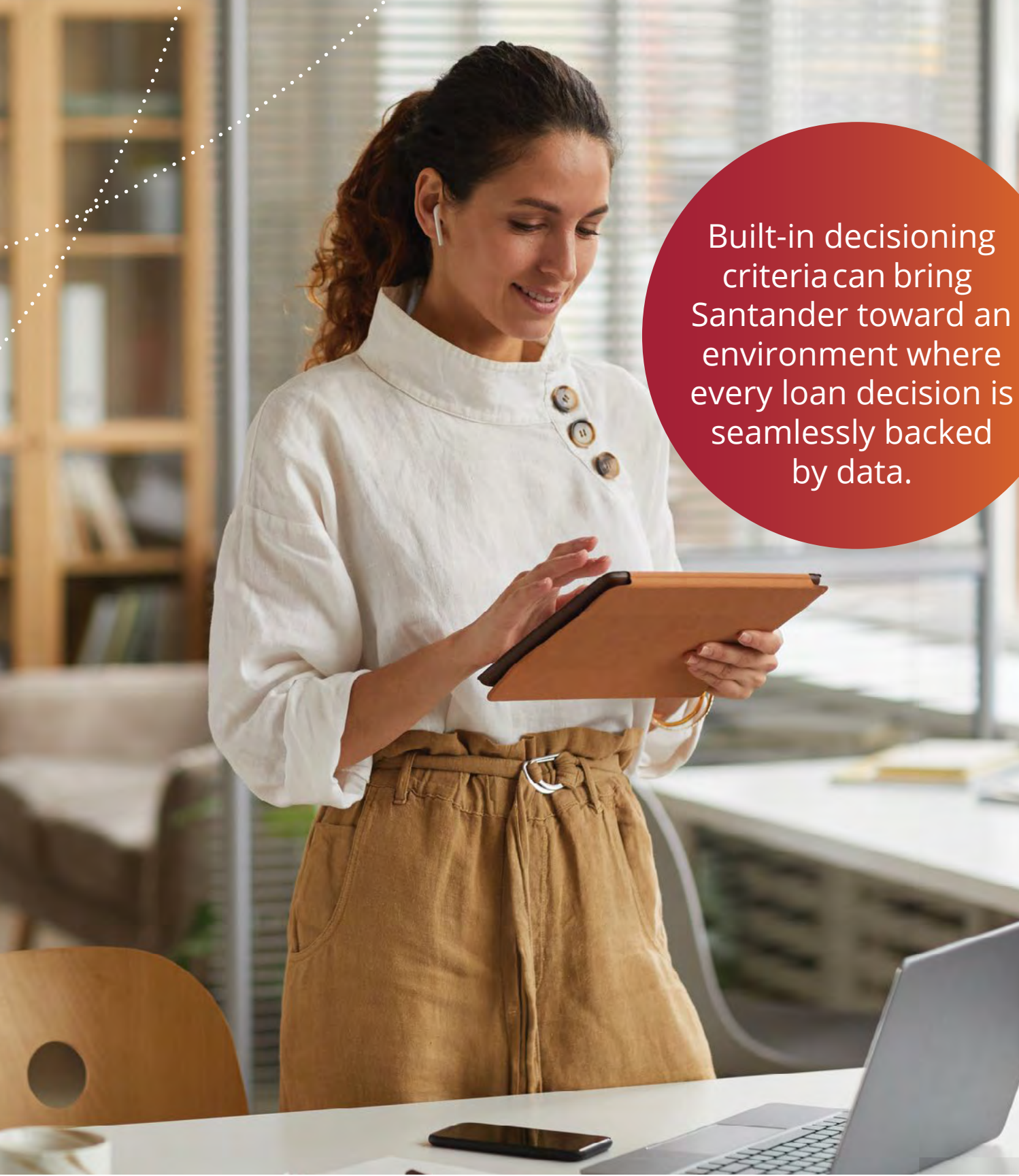
Remember when technology and data started transforming your business?

Adopting instant income and employment data has helped you gain an immediate and distinct competitive advantage over those that don't. It's paid off. But you are only at the beginning of your verification journey, just maximizing the surface-level of the power of real-time insights. It's time to realize the benefits of an informed and integrated loan decisioning process.

Leverage relevant data at every stage of the lending process to improve borrower experience and your bottom line.



Enable a truly automated verification process—fast.



Built-in decisioning criteria can bring Santander toward an environment where every loan decision is seamlessly backed by data.

Automate workflows for consistent and fast decisions.

What if you could easily adopt an enterprise-wide, standardized loan decisioning framework based on integrated income and employment data as your **single source of truth**? It's possible with the right data provider and automation.

Automated decisioning is key to remain competitive in today's lending landscape. Speed and consistency can make or break a deal. Instant verifications free up time on tedious and redundant data requests, enabling you to spend more time on value-added activities.

Extend more loans to more applicants—with less uncertainty and hassle.

The competition for customers is fierce and the promise of quick answers is putting pressure on you to **say yes to more**. And the market is evolving quickly and making it even harder to capture more applicants. We know that transforming legacy processes will take time and might leave you working with some manual processes—which could introduce fraud or errors. Or you could be using a narrow decisioning model to provide quicker answers, like just requiring a W-2 or income estimates. When you make decisions on limited data, you could also say no to applicants whose larger financial picture confirms they are actually qualified. You're saying 'no' now and to the possibility of bringing in a long-term customer.

Without the right data you could decline qualified loan applicants.



Integrating The Work Number®

into your decisioning model could mean a significant lift in your conversion rates over traditional or manual models.

The Work Number Verifiers who leverage income and employment data during loan application via system-to-system integration observe a 46% increase in conversion rates*.

*when compared with lenders who only leverage The Work Number at funding, and via The Work Number web-pay options. Data based on a December 2020 Equifax proprietary study of The Work Number customers (across all industries) over a set two-year period. Data pulled from The Work Number® by Equifax.



More than

136 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.



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



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.

**Are you ready to see
how automated
income and
employment can give
you a competitive
edge?**

**Let's do great
things together**

- **Automate workflows.** Integrate and automate income and employment verifications for a faster loan origination process—**from application through funding.**
- **Fast response times.** Give approvals back to dealers potentially without stipulations and with confidence.
- **Shine a light on dark data.** See so much more with instant data directly from employers.
- **And so much more — with The Work Number.**

Get integrated and get results with **theworknumber.com.**