

July 2004

The Credit Report

HIGHLIGHTS:

Introducing Beacon 5.0

Tradeshow Schedule

Announcing Grand-prize Winner

StarQual and Advantage Credit

Advantage Credit (866) 568-3706



Introducing Beacon 5.0—A more recent and more predictive scoring model from Equifax

Each new version of Beacon became more predictive and more useful, but the previous versions were slow to be retired. There are now three older Beacon models: Beacon, Enhanced Beacon and Beacon 96. The most recent version, Beacon 5.0 was just launched in April of this year.

The consequence of these multiple versions being available is that one customer may be on several versions across their portfolios. Some customers are not aware of the version(s) they are accessing and may not be using the most recent, and most predictive tools available.

To assure that brokers, lenders, consumers and borrowers have the same recent, accurate and predictive information available, Equifax is retiring Beacon, Enhanced Beacon and Beacon 96 in September. Beacon 5.0, the newest version, will be the only version supported by Equifax.

To help you with this transition, on **August 1st**, all versions of Beacon mentioned above, including the new Beacon 5.0, will be available until August 31st through Advantage Online. This will give you time to get accustomed to the new scoring model while still being able to access the older versions. **Please note, beginning in September, Beacon 5.0 will be the ONLY**

version available from Equifax.

Beacon 5.0 scores range from 300 to 850. The higher the score, the lower the potential for serious delinquency. Up to four reason statements known as factors list the most significant elements, explaining why the individual's score is not higher. These factors can be used as explanations for applicants not meeting your criteria.

Please contact our customer service department at 800.600.2510 option 5, or email customerservice@advantagecredit.com if you have any questions. We are glad to offer our assistance. •

Look for us at the following Tradeshows:

FAMB National Convention & Tradeshow

July 7-10 • Orlando, FL

Greater Gulf States Mortgage Convention & Tradeshow

August 11-14 • New Orleans, LA

TAMB Tradeshow

September 23-25 • Houston, TX

Western Regional Mortgage Brokers

November 5-9 • Las Vegas, NV •



Announcing the Grand-Prize Winner of the Advantage Giveaway trip to Hawaii!

Congratulations to Mr. Grant King of New American Financial, winner of the Grand Prize Hawaii Trip contest! The drawing was held at the NAMB Annual Convention in June. If you ordered any product from Advantage Credit for the first time, you were automatically entered into our **Advantage Getaway Contest**. Three customers who ordered a product for the first time were chosen monthly and entered into the Grand Prize Hawaii



Trip contest. The three monthly qualifiers not only got a shot at the Hawaii trip, they were also awarded a 3 day/2 night trip to a destination of their choice from a list of over 50 locations all over the U.S.!

Stay tuned for more giveaway opportunities. You may still get a chance to be a lucky winner at one of our future drawings! •

Boost your business with StarQual and Advantage Credit!

Advantage Credit has teamed up with Southstar Funding, creators of the innovative new StarQual system, to help you close more alternative loans!

Enjoy these StarQual advantages:

- Free credit report re-issues—use existing Advantage reports in StarQual at no extra cost
- Fast, flexible & accurate loan pre-qualifications, with minimal data entry
- Easy to qualify & close more non-conforming loans

- Immediate follow-up from a SouthStar Account Executive in your area

Try StarQual by July 31, 2004 and get a free StarQual t-shirt! Offer exclusively for Advantage Credit customers.

Call 1-866-922-STAR or email SOS@southstar.com to sign up to be a StarQual customer now. [Click here now to see a brief demo!](#)

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