

A collage of US dollar bills and a hand writing on a check. The top half shows various denominations of bills, including \$100 and \$20 bills. The bottom half shows a hand holding a pen, writing on a check for \$150.00. The background is a light gray with a subtle grid pattern.

Payday Advance Solutions

Risk Mitigation
And Consumer
Information
For The Payday
Advance Industry

Intelligent Data for Smart Decisions



A First Advantage Company

Payday Advance Solutions

CUSTOMIZE YOUR LENDING AND MAXIMIZE YOUR OPPORTUNITIES WITH TELETRACK

The consumer provides all the right application information. He has every document required. He dresses well and you want to give the advance. How would you know that he has recently charged-off at two payday advance stores? Teletrack knows.

Whether you operate one or multiple payday advance businesses, making wise decisions is the key to maintaining profitability. In a climate of increased regulation, competition and risk — you need a solutions provider that gives you the ability to leverage “risk” beyond mitigation to “opportunity maximization.” Access Teletrack's consumer data to better gauge the risk associated with an applicant so that you can customize lending practices to meet the consumer's needs while maintaining your risk tolerance.

Teletrack has developed tools specifically for the payday advance industry. These tools are designed to provide you and your personnel with real-time consumer information that application data simply cannot deliver. Teletrack has the nation's most extensive database of information on consumers with no traditional credit file or a thin traditional credit file.

THE BENEFITS OF USING TELETRACK

Teletrack completes the picture by offering your business a more in-depth portrait of your applicant at a critical time — before you authorize an advance. Teletrack provides you with advanced tools — primarily the ability to cost-effectively view an applicant's payment history and, based on that, help predict how the applicant will pay in the future.

This critical consumer information from Teletrack's unique database alerts payday advance personnel if the applicant has a history of charging-off on non-prime finance, rental or service agreements; has two or more open advances; or is using a fraudulent Social Security number (SSN).

This information allows you to make confident business decisions without exposing your business to unacceptable levels of risk. Most importantly, by using Teletrack you are ensuring that advances are approved for the maximum number of applicants, while maintaining a low level of charge-offs. Our real-time information is easy to access and integrate into your current advance origination process.

"Teletrack more than paid for itself the first month we were using it."

~ John Lie-Nielsen,
Allied Cash Advance

"I'm saving an average of about \$1,000 per month in each store by using Teletrack."

~ Charles Horton,
Fast Bucks Holding Corp.

"Charge-offs are an issue for everyone, and Teletrack plays a big part in whether we approve a loan or not."

~ Butch Carroll,
Cash Advance Centers, Inc.

HOW THE PROCESS WORKS

Incorporating Teletrack information into your advance origination process is easy. You can access our extensive consumer databases via several methods, including online or through your application software interface.

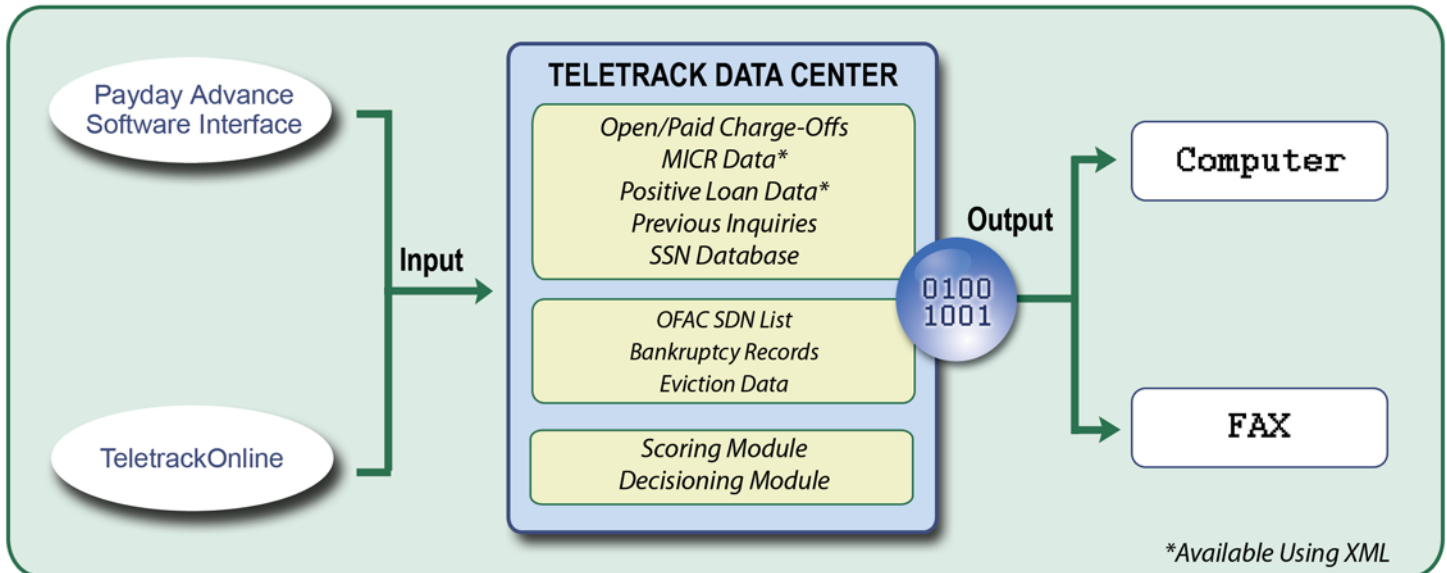
Once Teletrack receives an inquiry, our system compares the applicant information to the data in our database and immediately notifies you of any new information, such as charge-offs or other inquiries. Teletrack also informs you if the applicant is attempting to use a fraudulent SSN, has recently applied for or acquired multiple advances. Once all of the applicant criteria are matched, Teletrack sends this information back to you within seconds.

Teletrack keeps working for you after the inquiry. Our automated skip-tracing services are included with your basic service. When you begin to use Teletrack, all of your charged-off accounts over the past seven years are entered into our database. Whenever one of your charge-offs engages the services of any of Teletrack's thousands of contributors nationwide, we immediately obtain new information and generate a report. This gives you the information you need to collect on charged-off accounts.

POSITIVE LOAN DATA

Teletrack's positive loan data allows you to evaluate an applicant based on past repayment history, current loan balance and total number of open loans. Teletrack's

HOW THE PROCESS WORKS



positive loan data is designed to enhance your ability to meet your target approval rate by providing additional information about a consumer's performance on non-traditional finance arrangements. Teletrack's positive loan data is included with basic service for clients that access Teletrack via XML. Positive loan data includes information about open and paid loans gathered from Teletrack's data contributors, such as payday lenders.

For each individual loan, Teletrack supplies the name of the lender, date opened, date due, reported date, date paid and original loan amount, including fees. Teletrack's positive loan data helps you maximize your ability to understand the debt level of the applicant. With this information, you are able to see the complete credit cycle from inquiry to loan. The loan amount and dates provided help you decide the right amount to lend based on the applicant's past performance on other finance arrangements. In addition, Teletrack identifies the type of loan that was issued. Loan types include payday advances or installment loans. The status of each is reported back to you along with your standard Teletrack service.

BANKRUPTCY INFORMATION

As an add-on to your standard service, our bankruptcy information provides you with a powerful

new tool to help increase predictability so you can serve more consumers. A Teletrack bankruptcy report informs you of critical applicant information such as the date the consumer filed, the location of filing, whether the consumer filed Chapter 7 or Chapter 13 and the current disposition or status of the case. Teletrack's consumer bankruptcy data assists you in your application verification process by validating the information provided by the consumer on the application, and providing you with a more accurate assessment of the consumer's current status. By leveraging this information, you can tailor your services to meet the unique needs of these consumers.

If Teletrack reports that an applicant has filed for bankruptcy protection, you choose your course of action based on your own business rules. There are different risks associated with the type and status of each filing. If the applicant is currently in Chapter 13, for example, the applicant could be borrowing from you to make a payment to creditors under his or her bankruptcy plan. In this particular case, the applicant may present an unreasonable risk.

Teletrack provides you with all the relevant bankruptcy case details you need to assess an applicant's ability to complete your organization's financing terms. This information helps you to maximize the number of consumers you can serve while mitigating risk.

ACCOUNT ALERT SERVICE

By the time you discover that a consumer is about to become a charge-off, it may be too late to take action. Teletrack offers customers pro-active notification of positive and negative status changes in their current accounts as the changes occur.

Using our Account ALERT service, you can designate specific types of status changes you want closely monitored. You can choose to receive an alert based upon a charge-off, paid charge-off, bankruptcy and other status changes. You can prioritize accounts for early collection or alter your collection strategy to pursue more aggressive recovery tactics at a critical time — before the account becomes a costly charge-off. For example, a charge-off alert can warn of an account that has just charged-off with another lender, prompting you to prioritize that account accordingly.

Knowing if a consumer has just charged-off with another creditor, paid a charge-off from another lender or filed bankruptcy allows you to prioritize your collection and recovery processes. Teletrack's Account ALERT delivers current information to help you manage your accounts.

We Notify You Of These Account Status Updates:

CHARGE-OFF ALERT - A business reported the consumer as a skip or charge-off

PAID CHARGE-OFF ALERT - A business reported the consumer has paid a charge-off

INQUIRY ALERT - A business has made an inquiry on the consumer

TENANT INQUIRY ALERT - A prospective landlord inquires on a consumer indicating an impending change of residence

TENANT COURT RECORD ALERT - A public record alleged matters with a landlord, such as an impending eviction or suit for back rent

Why DecisionManager?

- Adaptability
- Control
- Consistency
- Speed
- Scalability

DECISIONMANAGER™

Teletrack offers scoring and decisioning capabilities to help you bring consistency, control and speed to your origination and approval process. Working together with your standard service, DecisionManager helps to ensure that your profitability remains high because every decision is based on your business rules and policies.

Using DecisionManager enables you to manage the relationship between your targeted approval rate and tolerance for risk. For approved applicants, you can tailor the loan amount based on income, frequency of pay and risk score. In combination, these powerful tools provide you with the flexibility to structure your credit risk policies moving you beyond “risk” mitigation to “opportunity maximization.”

DecisionManager is a flexible and automated decision engine that provides your organization with a systematic method for implementing consistent, risk-based lending decisions. When you use DecisionManager, application information and Teletrack data are analyzed against our validated, industry-specific scorecard in conjunction with your business rules and requirements. This automated process delivers information to assist you with deciding whether to approve or deny the applicant for both payday advance and installment lending.



OFAC ACTIVITY REPORT

As a result of the events of September 11, the Patriot Act was signed into law in October 2001. Enforcement of the Patriot Act falls under the authority of the Office of Foreign Assets Control (OFAC), a branch of the U.S. Department of the Treasury. OFAC has the authority to exact control over financial transactions occurring under U.S. jurisdiction.

Teletrack developed its OFAC Activity Report to help ensure that businesses remain informed and do not unknowingly provide money, goods or services to individuals being monitored by OFAC. According to the U.S. Department of the Treasury, institutions that perform financial transactions must comply with the laws set forth in the Patriot Act. OFAC requires these types of companies to check OFAC's list of "Specially Designated Nationals" (SDN) as part of the application process. The SDN list is maintained by OFAC and names are added and deleted from the OFAC SDN list frequently.

Teletrack's OFAC Activity Report offers businesses an automated method for cross-checking the list that does not slow the approval process. Working in conjunction with your regular Teletrack service, the OFAC Activity Report quickly identifies inquiries initiated on a consumer who may closely matches an entry on the OFAC SDN list. Teletrack checks the SDN list daily for updates. Teletrack's OFAC Activity Report service is an easy and inexpensive tool to help you make sure your business is acting in accordance with the law.

Visit <http://www.treas.gov/offices/enforcement/ofac> for more information on the Patriot Act, OFAC regulations and compliance guidelines.

THE INFORMATION PRESENTED ABOVE IS NOT INTENDED AS LEGAL ADVICE AND DOES NOT COVER ALL ASPECTS OF OFAC COMPLIANCE. IF LEGAL ADVICE IS REQUIRED, THE SERVICES OF A PROFESSIONAL SHOULD BE SOUGHT.

MICR DATA

Teletrack's MICR data offering is designed to provide feedback regarding the validity of the data submitted, and the existence of multiple accounts for the same consumer or multiple consumers using the same account. In addition, Teletrack reports if the submitted SSN has been previously associated with the input MICR data. This value-added data helps prevent fraud and reduce losses by highlighting conditions that may require further verification.

MICR Validation — Teletrack's MICR data validates the routing transit number (RTN) and indicates account restrictions. While the system does not report the status of funds in the account, Teletrack confirms that the account number follows the financial institution's format. Teletrack also reports the name and phone number of the financial institution and the Automated Clearing House (ACH) conditions for the financial institution, including the ability to receive ACH credits and/or debits. The RTN status indicates if the routing number is active or retired.

MICR & SSN Association — An indicator of potentially fraudulent behavior can be uncovered by examining an applicant's past relationship with MICR data as well as examining the relationship of MICR data with other applicants. Teletrack's system indicates if the MICR-SSN combination has been reported in the past, if the applicant's SSN has been associated with other MICR data, and if other SSNs have been submitted with the MICR data entered. The existence of these relationships does not necessarily imply fraudulent behavior, but excessive accounts for a consumer or multiple consumers with the same account may require further investigation.

Maximize The Number Of Applicants You Can Serve! Visit Us Online At www.teletrack.com/advance Or Call Us Today At 1.800.729.6981.

Did You Know?

- Teletrack's highly predictive data is used in a variety of industries for scoring and predictive modeling
- Teletrack can help you comply with the Patriot Act by providing access to the OFAC SDN list on a real-time basis
- Teletrack has multiple databases to help you with everything from up front risk mitigation to back end skip-tracing
 - Charge-Offs
 - Paid Charge-Offs
 - Open Loans
 - Previous Inquiries
 - Consumer Identification Database
 - Bankruptcy Information
 - Landlord/Tenant Court Records
 - OFAC SDN List
 - MICR Data
- Teletrack is constantly evaluating and testing new data sources
- Teletrack is a wholly-owned subsidiary of First Advantage Corporation

ABOUT TELETRACK

Founded in 1989, Teletrack provides lenders and businesses with the actionable intelligence they need to make smart decisions. Businesses across the country access our consumer data for risk mitigation, identity verification, fraud detection and skip-tracing. In a climate of increased regulation, we give our customers the ability to manage "risk" well beyond mitigation to "opportunity maximization." Teletrack is a wholly-owned subsidiary of First Advantage Corporation, a leading risk mitigation and business solutions provider.

Teletrack receives information from a variety of sources. Our databases contain unique consumer information that isn't available from other information providers. When you use Teletrack, you gain *Actionable Intelligence* — the right information at the right time so you can make the right decisions for the right reasons. Actionable intelligence creates new opportunities for you and your applicants.

As an FCRA-compliant consumer reporting agency, Teletrack gathers records from businesses across the country that cater to non-traditional credit consumers. Using dual state-of-the-art data centers, Teletrack delivers unique data and decisioning solutions to a variety of businesses including payday loan companies, rental purchase stores, cable/telecom companies, non-traditional consumer finance businesses, non-prime auto lenders and credit unions. Teletrack's unique data includes credit inquiries, account charge-offs, paid charge-offs and open loan data from businesses whose target market is primarily high-risk, non-prime consumers. The Teletrack databases also include Landlord/Tenant Court Records from across the U.S. and consumer bankruptcy data.



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