



10 Ways To Improve Your Credit Boost Your Score & Enrich Your Life (And It's All Legal!)

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CREDIT PROBLEMS ARE EASY TO CREATE, BUT HARD TO SOLVE

- Hello, my name is Steve Johnson and I am the owner of Zumbrota Ford. I am sure you have heard our commercials or know someone who bought a car from us, so you already know we call ourselves *The Dealer For The People*. This free book will give you 10 ways to improve your credit situation.
- Yeah credit problems are easy to create and hard to solve, but that doesn't mean its impossible. You can do it if you follow these easy ways to boost your credit score and get back on track.



1 – GET INFORMED

- Look, we talk to a lot of people with credit issues and they never knew they had. Maybe you didn't get that hospital bill sent or maybe you just forgot. So the first thing you need to do is find out what the car dealers and banks already know – what is on your credit report?
- The government has finally made something easy for you – they REQUIRE all three credit reporting agencies to provide a free copy once per year.
- If you have access to the internet, go to www.annualcreditreport.com Make sure you don't go to "freecreditreport.com" – that is a scam to get you to sign up for a monitoring service.
- Around here, most lenders use Equifax. The other two credit reporting agencies are Experian and TransUnion. But start with Equifax. You can get a free copy online and look at it in print.
- If you don't have access to the internet you can call and get a copy at 877-322-8228. Or, look in the back of this book at the form provided . It has the address to mail in a request.



2 – DISPUTE INCORRECT INFORMATION

- A story by CBS news in 2004 claimed that almost 80% of all credit reports have mistakes. That is 4 out of 5 folks! If those mistakes are bad enough, they can keep your score down, make you credit card and loan rates higher or even get you turned down!
- So what do you do? If you got your credit report at www.annualcreditreport.com, you can dispute any incorrect information. If not, submit your dispute in writing via registered mail to the credit reporting agency that sent you your report.
- By law, they must verify the information they are not reporting as correct. If the “lender” does not respond within 30 days, the credit reporting agency must remove the item and cannot put it back.



3 – PAY IT DOWN

- If you carry balances that are close to your limit on credit cards or loans, your score suffers. Having a small credit card with a \$500 limit and \$500 owing on it **WILL HURT YOUR CREDIT SCORE**. This is another reason new credit often temporarily hurts your score – you have NEW credit and its already at its limit.



4 – PAY IT OFF

- Sometimes it sneaks up on you. You go to Lowe's and get 10% off for opening a new account. Oh, and then you can get a great deal on gas at Exxon, so you add another. Before you realize it you have 8 – 10 credit cards. Now maybe you used them and maybe you don't, but it doesn't matter to the credit gods. They will ding your score for too many open accounts.
- Lets face it, you really don't need 8-10 credit cards. Two cards and maybe one more department store card and close the rest. Get those other accounts paid or transfer the balances to one or two cards. You might get a credit limit increase if you call one of the lower rate cards and tell them you are transferring a big balance.
- That doesn't mean you need to close accounts you don't use – just limit the number of cards you are actively charging on. If you have cards you don't use with annual fees – you should close them right away.



5 – LIMIT CREDIT CHECKS

- Too many inquiries can hurt your score as well. Remember that kiosk at the mall where they were giving away free t-shirts if you signed up for a credit card? Skip it. Don't fill out those offers in the mail. Don't shop 3 or 4 car dealerships. Some of those guys will send your application to 10-12 lenders!! Can you imagine 40 inquiries on your credit?!?! Only apply for credit when you NEED it.



6 – PAY ON TIME

- Well, this one is a no-brainer. Obviously your credit score will be better if you pay your bills on time. You need to make sure any credit card, sales contract or loan is paid by its due date. You are usually offered a grace period before any late fees apply. As long as the lender has their money before 30 days AFTER your due date, it should NOT show up on your credit report. You should watch out for the following late payment traps your lender might be setting for you –
 - **1. LATE FEES** – These can be as much as \$50 added to your balance if you are just a few days late. While this does not directly impact your credit report, some lenders will then apply your late payment to the fees first (they are not supposed to do that, but some do). This makes it look like you did not make a full payment and your account will show as late.
 - **SHIFTING DUE DATES** - While car loans and mortgages have stable due dates, some credit cards are based on a 28 or 30 day cycle. So that payment you paid on the 9th last month is due on the 7th this month.
 - **THE CHECK IS IN THE MAIL** – Once you mail a check, you can't know for sure when it will get to your lender. The postmark does not count. If the bank says your check did not get there until after it was due – what are you going to do about it? I strongly recommend paying online when possible or paying in person (for local lenders)



7 – GET RID OF COLLECTION ACCOUNTS

- Oh, the dreaded collection accounts! These are those pesky notices you ignored and thought would not impact your score, but THEY DO! Hospital bills, unpaid utilities, unpaid cell phone bills and more. Now, you could do as you have already done and leave them unpaid, but they will stay on your report for seven years (or more!) if you don't pay them.
- If the collector is willing to delete the account if paid in full, this will have a good impact on your credit. You do have to take a little effort and make some calls to the collections agencies, but you can get them cleared up. Not all agencies will delete reporting but it is worth the time to ask.
 - 1. Call your collection agencies and make arrangements to pay off your bad debt.
 - 2. Request in writing an agreement to delete the account upon receipt of full payment.
 - 3. If the company doesn't delete the account(s), paying them off can actually decrease your score due to date of last activity and current date of payment.



8 – DON'T CLOSE PAID ACCOUNTS

- A report by MSN Money says that closing accounts can never help your score; it will often hurt it. Shutting down credit accounts will actually lower the total credit available to you. If you choose to close accounts follow these steps which will aid in improving your credit.
 - 1. Close only new accounts that have been opened within the last 12-24 months.
 - 2. Do NOT close older accounts. Doing so may shorten the length of your credit history, making you seem less worthy.
 - 3. If you plan on applying for NEW credit in the new future, leave all accounts standing.
 - 4. Keep balances between 30-50% (balance to high credit) to maintain a healthy score.



9 – *LIMIT NEW CREDIT*

- Although you may think that opening up a new card or store account may help you, it doesn't; it can actually hurt you. Only open up credit that you need and can use wisely. Limiting new credit is a good way to stay ahead of the game.
 - 1. SmartMoney.com notes when you have new inquiries and a number of new credit requests, your score will be lowered.
 - Once that new credit line is secured, the average age of your accounts will shorten, which lowers your score.
 - Only open accounts that you really need.



10 – FINANCE A VEHICLE

- You might think this one is just a setup for the dealership to sell you a car, but you are wrong. Although you should limit new credit when you can, a big ticket item like a mortgage or car loan is absolutely the fastest way to improve your credit score. It shows future lenders that you have the ability to handle a big chunk of credit on a regular basis. **There is absolutely NOTHING you can do to improve your credit score faster than financing a vehicle!**



About Us –

- Here at Zumbrota Ford we have helped close to 10,000 customers, friends and neighbors purchase vehicles in our past 12 years of business.

- There is no coincidence that our team has worked hard to create a car buying experience that is unlike any other. We are known far and wide for being the credit experts! Even if you are in the midst of credit issues, if you can answer yes to the following, you can be approved today!
 - Have you been turned down for credit before?
 - Do you earn \$250+ per week before taxes?
 - Are you serious about improving your credit?
 - Do you have \$900 down?

- That is it! We have a Guaranteed Credit Approval program that has worked wonders for people trying to establish and re-establish their credit along with restore their good name to the lenders.



FREE OFFER

Mention that you received this book and we will perform a FREE credit analysis for you. See what is on your credit report, learn your score and get some great helpful advise. No pressure, no purchase necessary, just a FREE CREDIT CHECK!



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or check us out on the web www.ZumbrotaFord.com



WHAT OUR CUSTOMERS THINK ABOUT US...

"I decided to shop at Zumbrota Ford after receiving very poor service in Rochester at the car lots. WOW Am I glad i did! I met some really nice people who really treat each customer like a member of their own family. Matt Haas was my Salesman, he is so easy to talk too and really gave me the time I needed to think, ask questions and make the decision to buy my car from him. Brent helped me through the mountain of paper work and made it all go quickly and easily. I am so "Happy" with my new car! I have told everyone I know who is shopping to go to Zumbrota Ford and see for themselves what the customer service and fantastic people who work there are all about. It's a short drive but well worth the time! Everyone needs to go to Zumbrota Ford!!! You'll be glad you did!!!"

- GD58

"Our experience at Zumbrota was great, All staff members we met were very friendly. Todd Fitzgibbons our sales person was awesome he made sure we were well taken care of, he always offered pop or water to us and made our time at Zumbrota Ford feel like home. I would refer friends and family to Zumbrota Ford."

- lelonek

"Matt was extremely helpful in answering my questions. He had respect in me and I felt like I could ask any question and he gave me the honest answer. Matt was very organized and the process went so smoothly. Those small town dealerships make you feel so much like home. I purchased a Ford Fusion and couldn't of been any happier. I totally recommend Zumbrota Ford and especially Matt to all my friends and family.

"- ssheim

"Matt Was Great To Deal With And Did Everything He Could To Get Us The Best Price For Our Used Car For Trade On A New Escape. Everyone We Dealt With Was Friendly And Helpful And Worked Hard To Get Us A Payment That Was In Our Budget. Gregg Was Also Very Helpful In Explaining The Financing And Warranty And Other Options. Great Experience! Mark & Sharon"

- Mark Abel

"Hey.....You all (ROCK) over at Zumbrota Ford ! I have never seen a team of people so dedicated and so focus on helping me get the truck i was looking . And John Kern Thanks for working extra hard on getting me my new ford trucki will be telling everyone to call you when they need or want to buy a new or used truck/carJohn keep up the good work ."

- Manny Gingerich

<http://www.edgmanny.com>