



## APPROVAL ENGINEERING REPORT

# John Doe

Approval Engineering Program

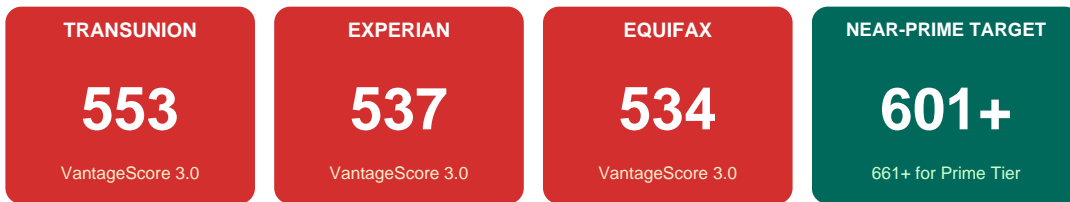
CLIENT GOAL

### AUTO LOAN

**TARGET LOAN TYPE:** Near-Prime Auto Loan (Target: 661+ for Prime Tier)

**TARGET APPROVAL DATE:** October 2026

### SECTION 1 — CURRENT CREDIT PROFILE SNAPSHOT



FACTOR	TRANSUNION	EXPERIAN	EQUIFAX
Open Accounts	10	3	7
Total Accounts	28	23	24
Derogatory Items	5	5	4
Hard Inquiries (2yr)	1	0 ✓	0 ✓
Public Records	None ✓	None ✓	None ✓
Total Balances	\$80,637	\$80,778	\$80,875

#### Key Open Active Accounts:

■ Bridgecrest Auto Loan	\$6,765 balance — 30-DAYS LATE / \$484 past due
■ Dept of Ed / Nelnet Student Loan	\$66,234–\$66,469 balance — 120-DAY LATE (ongoing)
■ Capital One (Authorized User)	\$97 balance on \$500 limit — current
■ Bilt Rent Payment	Current
■ Flex Rent Payment	Current
■ Affirm BNPL (x2)	Current — small balances

### SECTION 2 — CURRENT STATE VS. TARGET STATE

CREDIT FACTOR	CURRENT STATE	TARGET STATE (NEAR-PRIME AUTO)	IMPACT
Credit Score	534–553 (Subprime)	601–660 min for Near-Prime; 661+ for Prime	HIGH
Active Late Payments	Bridgecrest 30-days late NOW — \$484 past due	Zero late payments in past 12 months	HIGH
Student Loan Status	120+ days late — ongoing, multiple months	Current or resolved deferment/IDR plan	HIGH
Active Collections	4 open accounts — total ~\$7,544	Zero collections preferred; under \$500 less impactful	HIGH
Charge-Offs	Santander Auto (Experian only) — charged off, purchased by another lender	Resolved or aged off	MEDIUM
Revolving Credit	Only 1 AU card (Cap One \$500) — no primary revolving	At least 1 primary revolving tradeline in good standing	MEDIUM
Hard Inquiries (12 mo.)	1 (SYNCB, Aug 2025, TU only)	2 or fewer — acceptable ✓	LOW
Public Records	None	None required — already clear ✓	N/A

## SECTION 3 — PRIORITY ACTION PLAN & CHECKLIST

■ **MOST IMPORTANT ACTION:** The single most critical thing John can do RIGHT NOW is get that Bridgecrest payment current. That one action starts everything. An active late payment on an existing auto loan is an automatic denial trigger with nearly every auto lender.

### PRIORITY 1 — IMMEDIATE ACTIONS (Days 1–30) | STOP THE BLEEDING

**1 Bring the Bridgecrest Auto Loan Current — URGENT — Pay \$484 Past Due TODAY**

The Bridgecrest account is 30 days late with \$484 past due. This is the single most damaging active item because it is a current, recent delinquency on the exact same type of account John is trying to get approved for. No auto lender will approve a new auto loan with an active late on an existing auto loan. Paying this stops the bleeding and starts the payment history recovery clock immediately.

**Timeline:** Within the next 7 days — before the next reporting cycle closes **Score Impact:** +15–35 pts once account shows current on next reporting cycle

**2 Address the Dept of Ed / Nelnet Student Loan Delinquency — Stop Ongoing Damage**

The student loan is reporting 120-day late status across all 3 bureaus and has been delinquent for multiple months — actively suppressing the score every single month. Contact Nelnet immediately at 1-888-486-4722 to initiate an Income-Driven Repayment (IDR) plan, SAVE plan, or forbearance. Federal student loans have rehabilitation options. Note: Equifax entry notes "payment deferred" — there may be a reporting discrepancy causing lates to show erroneously. Verify and dispute if so.

**Timeline:** Make contact and initiate resolution within 10 days **Score Impact:** +20–50 pts over 60–90 days once monthly derogatory reporting stops

### 3 Send Debt Validation Letters to All 4 Active Collection Agencies

Collections on file: RNT DEBT/Lumaire West Palm Beach (\$4,252 — all 3 bureaus, opened 10/2025), NCB/Finwise Bank (\$2,114 — TU + EX), LVNV Funding/Comenity (\$494 — TU + EX + EQ), Portfolio RC/Credit One (\$684 — TU + EX). Send certified mail with return receipt to each collector within 14 days. Do NOT make any payments before validating. If they cannot validate the debt, they must remove it.

**Timeline:** Draft and send all 4 validation letters within 10–14 days **Score Impact:** +20–60 pts per collection removed

## PRIORITY 2 — SHORT-TERM ACTIONS (Days 31–90) | BUILD + CLEAR

### 4 Negotiate Pay-for-Delete on Portfolio RC (\$684) and LVNV Funding (\$494)

These are the two smallest collection balances — combined total \$1,178. After receiving debt validation responses, contact each agency and offer to pay in full in exchange for complete deletion from all bureaus. Portfolio RC (Credit One, opened June 2025) and LVNV (Comenity/Victoria's Secret) are both known to negotiate. Always get the deletion agreement in writing BEFORE making any payment. A paid collection without deletion still damages the score.

**Timeline:** Days 31–45 — after debt validation responses received **Score Impact:** +30–60 pts combined upon deletion

### 5 Open One Primary Secured Credit Card in John's Own Name

John has zero primary revolving accounts — only an authorized user card she does not control. Auto lenders want to see the borrower managing their own revolving credit. Apply for Capital One Quicksilver Secured (\$200 deposit, \$0 annual fee) or Discover It Secured (\$200 deposit, \$0 annual fee) — both report to all 3 bureaus. Make 1–2 small purchases per month and pay the balance in full every month. Keep utilization below 10%. Do NOT apply until Bridgecrest is current and at least one dispute cycle is complete.

**Timeline:** Apply at approximately Day 45–60 **Score Impact:** +15–30 pts after first 60 days of positive reporting

### 6 Dispute the Integra Credit Charge-Off on TransUnion (Inconsistent Reporting)

The Integra Credit account on TransUnion shows as a Collection/Charge-off — however, this account only appears on TransUnion (not Experian or Equifax). This inconsistency across bureaus makes it a strong dispute candidate. Account was opened 2/2022 and appears to have been sold to another lender. File a bureau dispute with TransUnion AND a direct data furnisher dispute to Integra Credit.

**Timeline:** File dispute at Day 30–45 **Score Impact:** +10–25 pts on TransUnion if removed

### 7 Monitor and Follow Up on All Active Disputes

Several accounts on the report show "consumer disputes after resolution" or "account disputed" status — particularly on Equifax for the student loan accounts. This indicates prior dispute activity that may not be fully resolved. Confirm with John whether prior disputes were completed and whether additional escalation is warranted. Track all dispute submissions with dates and certified mail confirmation numbers.

**Timeline:** Ongoing — review and follow up at Day 30, 60, and 90 **Score Impact:** Ongoing — critical for keeping dispute process on track

## PRIORITY 3 — MEDIUM-TERM ACTIONS (Days 91–180) | FINAL PUSH TO APPROVAL

### 8 Address NCB Collection (\$2,114 — Finwise Bank) via Pay-for-Delete or Settlement

After debt validation and reviewing NCB's response, pursue pay-for-delete negotiation. If NCB will not agree to delete, offer settlement at 40–60 cents on the dollar with a written pay-for-delete agreement before any payment is made. Original creditor is Finwise Bank (point-of-sale lender). Identify the original delinquency date to confirm the 7-year reporting clock — if near or past, dispute for removal on that basis as well.

**Timeline:** Days 90–120 **Score Impact:** +25–50 pts if removed

## 9 Address RNT DEBT Collection (\$4,252 — Lumaire West Palm Beach)

This is the single largest collection on the file and appeared on all 3 bureaus in October 2025. John should compile all documentation from the Lumaire West Palm Beach tenancy — lease agreements, move-out records, and any communications regarding deposits or fees. If any documentation shows inaccuracy in the amount, file a formal dispute with all three bureaus with supporting evidence. If the debt is accurate, negotiate settlement with pay-for-delete BEFORE paying.

**Timeline:** Days 60–120 — dispute or pay-for-delete negotiation **Score Impact:** +30–60 pts upon removal — single largest impact item

## 1 Build 90 Consecutive Days of Perfect Payment History — Then Apply for Auto Loan

0 Once Bridgecrest is current and the secured card is active, John needs 90 consecutive days of zero late payments across ALL accounts before applying. Auto lenders pull the full 24-month payment history on every tradeline. Set up autopay on Bridgecrest, student loan (once on IDR/deferment), Affirm accounts, Bilt, Flex, and the new secured card. This clean runway is what unlocks near-prime approval.

**Timeline:** Days 90–180 — build the runway before applying **Score Impact:** Foundation required for near-prime auto approval

## SECTION 4 — DISPUTE STRATEGY

ITEM	BUREAU(S)	BALANCE	BASIS	METHOD	PRIORITY
Integra Credit Charge-Off	TransUnion Only	\$0	Inconsistent — not on EX or EQ; unverifiable by secondary buyer	Bureau + Data Furnisher	HIGH
LVNV Funding (Comenity)	EX + EQ	\$494	Multiple reporting inconsistencies; already disputed on EQ — escalate	Bureau + Data Furnisher	HIGH
NCB / Finwise Bank	TU + EX	\$2,114	Verify original delinquency date; request complete documentation	Bureau + Data Furnisher	MEDIUM
Portfolio RC / Credit One	TU + EX	\$684	Unresolved per creditor remarks; pursue verification or pay-for-delete	Bureau + Data Furnisher	MEDIUM
RNT DEBT / Lumaire	All 3 Bureaus	\$4,252	Already disputed on EQ — gather docs; verify accuracy of amount	Bureau + Data Furnisher	HIGH
Santander Consumer USA	Experian Only	\$0	Not on TU or EQ — inconsistent; verify DOFD for 7-year removal	EX + Data Furnisher	MEDIUM

■■ LEGAL NOTE: Under the FCRA, only inaccurate, unverifiable, outdated, or unlawfully reported items may legally be removed. Accurate, verified items cannot be removed. Disputes are one component of the Approval Engineering Program — not the entire solution. Each bureau has 30–45 days to complete investigations. Full dispute cycle: 90–180 days.

## SECTION 5 — STRATEGIC CREDIT BUILDING RECOMMENDATIONS

### 01 Authorized User — Maintain Current Position

John is already an AU on a Capital One card opened 5/2019 — 7 years old. This is providing age and positive history benefit. However, the \$500 limit is low. Confirm the primary account holder maintains a near-zero balance to maximize the utilization benefit.

## 02 Open Primary Secured Card (See Priority 2, Action 5)

John needs at least one revolving account in her own name. The secured card strategy in Action 5 directly addresses this gap. After 6–8 months of perfect payment history, Capital One and Discover routinely graduate secured cards to unsecured and return the deposit.

## 03 Credit Mix — Already Has Installment Credit

John has an active auto loan (Bridgecrest) and student loan (Nelnet) — installment credit is covered. The only gap is revolving credit in her own name, which the secured card will resolve.

## 04 Do NOT Apply for a New Auto Loan Until All Conditions Are Met

■ Bridgecrest current with 60+ days of on-time payment history | ■ Student loan on IDR/deferment — zero ongoing derogatory reporting | ■ At least 1–2 collections removed or resolved | ■ New secured card with 60+ days of positive history | ■ Score reaches 580+ minimum (target: 620+ for best near-prime options)

### Recommended Auto Lenders at Target Score Range:

SCORE RANGE	RECOMMENDED LENDERS	TIER
580–600	Capital One Auto, Westlake Financial, DriveTime	Subprime → Near-Prime
601–640	Credit Unions (preferred), CarMax Finance, Bridgecrest/Carvana	Near-Prime
641–660	Near-prime lenders, regional banks, franchise dealer financing	Near-Prime → Prime

## SECTION 6 — APPROVAL ENGINEERING TIMELINE

PHASE	TIMEFRAME	KEY ACTIONS & MILESTONES	PROJECTED SCORE
Phase 1 Stop the Bleeding	Days 1–30	Bridgecrest brought current · Nelnet IDR/forbearance initiated · All 4 debt validation letters sent · Integra Credit + LVNV disputes filed	550–590 +15 to +35 pts
Phase 2 Build + Clear	Days 31–90	Secured card applied (Day 45–60) · Pay-for-delete on Portfolio RC + LVNV · All dispute investigations followed up · 90-day clean payment runway begins	580–640 +30 to +70 pts
Phase 3 Final Push	Days 91–180	90+ days clean payment history established · Collections reduced/removed · NCB addressed · RNT DEBT resolved · Auto loan application submitted	620–660+ +20 to +40 pts
TARGET APPROVAL	Oct 2026	Near-Prime Auto Loan — Credit Union preferred · Capital One Auto as backup · Rate: 12–16% · Down: 10–15%	620–660+ Near-Prime ✓

## SECTION 7 — WHAT SUCCESS LOOKS LIKE

When John's Credit Engineering Program is complete, her credit profile will show: a credit score of **620+**, the **Bridgecrest auto loan current with 6+ months of on-time payments**, the student loan **resolved via IDR/deferment with no ongoing derogatory reporting**, at least **1–2 collections removed** from the report, a **primary secured revolving card in her own name with 90+ days of perfect history**, and **no new derogatory marks in the past 6 months**.

At that point, John will qualify for a **near-prime auto loan through a credit union or near-prime lender**, with a realistic path to **prime rates** if she continues the program beyond 180 days. Expected interest rate range: **12–16%** with a 10–15% down payment.

**The most important thing John can do RIGHT NOW is get that Bridgecrest payment current. That one action starts everything.**