

# How to



**finance:**

"Finance", n. 1: the commercial activity of providing funds and capital 2: the branch of economics that studies the management of money and other assets 3: the management of money and credit and banking and investments v 1: obtain or provide money for;

# Build Your

# Business Credit Scores ... *Fast*

# The Reasons to Build Business Credit

**Wells Fargo Bank** - Separating Personal and Business Finances  
*"The longer you delay establishing business credit,  
the longer you delay taking advantage of business loans."*

**Your business needs to stand on its own for financing and it won't be able to do that until it has strong business credit scores with:**



**Your Business Must Have 3 Separate Business Credit Reports with:**

[Experian](#)

[Equifax](#)

[Dun and Bradstreet](#)

---



## 6 Steps To Building Business Credit

**In this book we will be showing you the 6 Steps to building business credit.**

Steps 1 and 2 are foundational and critical to complete so that your business is ready to build strong business credit scores. Without completing Steps 1 and 2 it is impossible to build business credit scores that are separate from you personally.

Steps 3, 4, 5 & 6 are where you actually build business credit.

Step 3 is setting up with all business credit agencies; EquiFax, Experian and Dun & Bradstreet.

Step 4 is obtaining five vendor lines of credit that report to the agencies

Step 5 is obtaining three business credit cards that report to the agencies.

Step 6 is obtaining your first business bank loan that reports to the business credit agencies.

**Below is summary of each Step and what you must do to successfully build business credit...**



### **Step 1 - Setting The Foundation For Building Business Credit**

- 1.1 - Making Sure Your Business Is Ready To Build Business Credit.
- 1.2 - Your business entity structure, what it takes to build business credit.
- 1.3 - You will be building strong business credit and you should protect it.
- 1.4 - Why your business location is vital to building business credit.
- 1.5 - Your business must be in 411 directory assistance to get approved.
- 1.6 - Your business credit identity (EIN), the tracking and how you get one.
- 1.7 - Why you must verify that all agencies listings are "exactly" the same.



### **Step 2 - Optimizing Your Banking, Assets and Revenue To Maximize Fundability**

- 2.1 - Your bank accounts, a vital business credit building component.
- 2.2 - Identifying the business assets and availability for credit use.
- 2.3 - The business owners can play a key role in building business credit.
- 2.4 - Bank Visa and MasterCard that can be used as cash and that build credit.

### **Step 3 - Getting Set Up With All Three Business Credit Reporting Agencies**

- 3.1 - Dun & Bradstreet Business Credit Report.
- 3.2 - Experian Business Profile Report.
- 3.3 - Equifax Small Business Credit Report.
- 3.4 - Credit scores, what are excellent business credit scores.



### **Step 4 - Vendor Credit (Net 30 Day Accounts)**

- 4.1 - The "Starter Set" of Net 30 Vendors.
- 4.2 - Vendors For Computers & Electronics.
- 4.3 - Vendors for Office Supplies, Marketing & Print.
- 4.4 - Vendors for Building & Industrial Supplies.
- 4.5 - Vendors Who Are Major Retail & Specialty Providers.
- 4.6 - A summary of your selected vendor accounts & applications.



### **Step 5 - National Revolving Credit Card Accounts**

- 5.1 - The "Starter Set" of Revolving Credit Accounts.
- 5.2 - Revolving Accounts for Major Credit Card Providers.
- 5.3 - Revolving Accounts for Office Resources & Supplies.
- 5.4 - Revolving Accounts for Building & Decor Supplies.
- 5.5 - Revolving Accounts for Gas Stations & Fleet Management.
- 5.6 - Revolving Accounts for Major Retail & Specialty Providers.
- 5.7 - A summary of your selected revolving credit card accounts & applications.



### **Step 6 - One Bank Loan, Why It Is Very Important And Exactly How To Get It**

- 6.1 - Bank rating, what is it and how to use it to your advantage.
- 6.2 - Unique funding programs that are available sources of business cash.
- 6.3 - Sources for finding personal cash that can be used in your business.
- 6.4 - Obtaining one bank business loan that reports to the credit agencies.
- 6.5 - Where to go to get the one bank loan that your business must have.

Let's begin with Step 1 on the Next Page...



## Step 1 – The Foundation

- 1.1 - Making Sure Your Business Is Ready To Build Business Credit.
- 1.2 - Your business entity structure, what it takes to build business credit.
- 1.3 - You will be building strong business credit and you should protect it.
- 1.4 - Why your business location is vital to building business credit.
- 1.5 - Your business must be in 411 directory assistance to get approved.
- 1.6 - Your business credit identity (EIN), the tracking and how you get one.
- 1.7 - Why you must verify that all agencies listings are "exactly" the same.

### Step 1.1 - Setup Structure

#### **Making Sure Your Business Is Ready To Build Business Credit**

Throughout Step 1 we are going to cover the foundational issues. Let's begin with the name of your business. Even if you are already incorporated or have been in business for a while, we need to check to see if your business name conflicts with other established businesses or if it could potentially cause Trademark infringement.

#### **1. Dun and Bradstreet - Credit Name Search**

Check to see if any businesses with the same or very similar names are listed with Dun and Bradstreet (D&B). To use D&B's **Find a Company** search [Click Here](#). Be sure you select "Nationwide" on the "Select a State" drop-down. Your business name should not already be listed with D&B and needs to be unique. The reason for that is you do not want your business always having to explain "why it is not that other business with the same name".

#### **2. Knowx.com - National Name Search**

Check to make sure that your business name does not conflict with other businesses nationwide. To do that you can use [www.Knowx.com](http://www.Knowx.com). They charge \$65 for a national search but it is well worth it. If you would rather not pay the \$65 you can run a business name search yourself on each Secretary of State's web site. Inside our business credit building system that free search is available.

### **3. Trademark - Infringement Name Search**

Check with the U.S. Trademark office to make sure that your business name will not cause Trademark infringement. To do that for free please [Click Here](#), then click on **Search** under "Get a Trademark Registration..." From there, select **New User Form Search** to submit a query. You want to find that your business name is free and clear. Doing this search on your own is a little complicated, please be sure to read all the Trademark Office instructions.

### **4. Web Site Address - Domain Name Search (.com)**

You need to verify that the domain URL (website address) for your business name is not currently being used. To do that [Click Here](#). You should purchase your business name URL (domain name) if it is available as a ".com". For example if your business legal name is "The Truck Stop", then "www.TheTruckStop.com needs to be available and you should secure it.

### **5. Web Listing - Online Directory Search**

Finally, you need to search the online directories to see if your business is listed correctly, or even listed at all. If your business shows-up, make sure all the information is correct. If it does not show-up, then be sure to create a free business listing with the [Superpages](#) directory.

**The rest of Step 1 is below and is fully detailed inside our business credit building system.**

1.2 - Your business entity structure, what it takes to build business credit.

1.3 - You will be building strong business credit and you should protect it.

1.4 - Why your business location is vital to building business credit.

1.5 - Your business must be in 411 directory assistance to get approved (we submit it for you).

1.6 - Your business credit identity (EIN), the tracking and how you get one.

1.7 - Why you must verify that all agencies listings are "exactly" the same.

Now let's address Step 2 on the Next Page...



## Step 2 - Your Fundability

- 2.1 - Your bank accounts, a vital business credit building component.
- 2.2 - Identifying the business assets and availability for credit use.
- 2.3 - The business owners can play a key role in building business credit.
- 2.4 - Bank Visa and MasterCard that can be used as cash and that build credit.

**Fund • a • bil • i • ty** [ adj. Fuhnd-uh-bil-i-tee ] You won't find "Fundability" on Dictionary.com, so don't bother looking. Fundability is a phrase we've coined to describe how a business measures up in relation to the entire business lending and investing community. How fundable is your business?

**Fundability** is not just about your business credit. It includes several components that determine how your overall business is seen by lenders, investors, insurers, suppliers, and more. Basically, we know that your business was worth the risk for you, but is it worth the risk for them?

**The answer will increasingly be "yes" as your business fundability grows.**

So by improving the fundability of your business, our **Business Credit Building System** is doing more than just helping you build strong business credit. We are improving the overall "health" of your business while greatly increasing your ability to succeed now and in the future.

**The major components of your Business Fundability are:**

- **Business Bank Accounts**
- **Business Assets**
- **Business Revenue**
- **The Owners**

Step 2 is continued on the Next Page....

### Step 2.1 - Bank Accounts

It is vital that the way your business name is listed on your business bank account(s) matches exactly with how your business name appears on your legal paperwork that has been filed with the State. It must also match exactly with the business name that appears on your Federal EIN paperwork.

## **IF IT DOES NOT MATCH, GET IT CORRECTED IMMEDIATELY!**

**All lenders determine the age of your business by the date you first opened your business banking account. The date that appears on your Incorporation, LLC, or EIN paperwork is of no concern to lenders or to the business credit agencies.**

**Everything in business lending and business credit starts from the day you open your business bank account.**

Your business banking history is vital to your future success of being able to secure business loans. Lenders will look to see how long that relationship has been established, so once you get your account established and/or corrected,

**DO NOT MOVE BANKS.** The longer your business banking history is, the better it is for your business borrowing potential.

If you haven't already done so, now is the time to verify that the business names listed on your State, Federal and Banking paperwork all match 100% and all have your business listed at the exact same mailing address.

**The rest of Step 2 is below and is fully detailed inside our business credit building system.**

2.2 - Identifying the business assets and availability for credit use.

2.3 - The business owners can play a key role in building business credit.

2.4 - Bank Visa and MasterCard that can be used as cash and that build credit.

Let's take a look at the Credit Agencies in Step 3 on the Next Page...



## Step 3 - Credit Agencies

- 3.1 - Dun & Bradstreet Business Credit Report.
- 3.2 - Experian Business Profile Report.
- 3.3 - Equifax Small Business Credit Report.
- 3.4 - Credit scores, what are excellent business credit scores.

**In Step 3, you are shown how to get your business credit files open with all three business credit reporting agencies ... Dun & Bradstreet, Experian, and EquiFax.**

Dun & Bradstreet is used by most vendors to extend lines of credit. Landlords use them to approve office leases as well. Experian is used by many credit card companies and non-traditional business lenders. EquiFax is called the "Small Business Financial Exchange" and is most important for cash lenders such as banks.

The how-to instructions in this Step for getting set up "the right way" with each Business Credit Reporting Agency are very clearly spelled out and the methods have been tested and proven by thousands of our business members before you.

There are some confusing claims made by the business credit reporting agencies. For instance, Dun & Bradstreet claims that you must pay them or your business file will never be opened. That is simply not true. Your file will activate with them, it just will take a few reporting cycles. Equifax claims that they don't allow business owners to purchase a copy of their reports. That is true, but we will show how to obtain a copy of your EquiFax business report without purchasing it.

In Step 3 we wipe away all confusion about the Business Credit Reporting Agencies. Along with being able to access all three of your business credit reports, you will have a much clearer understanding of the business credit reporting process and you will know how your business credit scores are developed when we are finished.

Our business credit building system is data integrated with Experian Smart business when you first login you will be able to see exactly where your company currently stands in the credit building process, and then be able to track your real-time progress as your bus

## Step 4 - Vendor Credit (Net 30)

- 4.1 - The "Starter Set" of Net 30 Vendors.
- 4.2 - Vendors For Computers & Electronics.
- 4.3 - Vendors for Office Supplies, Marketing & Print.
- 4.4 - Vendors for Building & Industrial Supplies.
- 4.5 - Vendors Who Are Major Retail & Specialty Providers.
- 4.6 - A summary of your selected vendor accounts & applications.

**A vendor line of credit is when a company (vendor) extends a line of credit to your business on "Net 30, 60 or 90" day terms. This means you can purchase their products or services up to a maximum dollar amount and you have 30, 60 or 90 days to pay the bill in full. So if you purchase \$300 worth of goods today, then that \$300 is due within the next 30 days.**

### **The facts about vendor credit lines:**

1. You can get products and services your business needs and defer the payment on those for 30 days, thereby easing cash flow. This is called "Net 30".
2. When your first Net 30 account reports your "trade line" to Dun & Bradstreet, the DUNS system will automatically activate your file and your number if it isn't already.
3. Many of our vendors will open a Net 30 terms account for your company with as little as an EIN number and a verified 411 listing.
4. There should be enough vendors to choose from so that if one or two of them insist on requiring an active credit file first, you'll be able to move on to another.
5. Always apply first without using your SSN, some vendors will request it and some will even tell you on the phone they have to have it. Submit first without it, with your EIN only.
6. Some vendors may ask you to place an initial prepaid order. If so, get that order out of the way fast and move on to having a Net 30 account opened.
7. Remember that the goal here is to have at least five (5) Net 30 accounts opened and reporting, not necessarily to have vendors that serve 100% of your business needs right now. Later, once your scores are built, you can add better vendors as you may need them.
8. Pay your vendor accounts as close to Net 15 days as possible. The quicker you pay them the better your business credit scores will be.
9. You must be patient and allow time for the vendors' reporting cycles to get into the system and begin impacting your business credit scores. It typically takes three (3) cycles of "Net" accounts reporting to build credit scores.
10. Remember we said from the very beginning that it takes 90 to 120 days to build business credit scores. The credit reporting cycles are the main reason for that and it cannot be done faster.

Step 5 addresses Revolving Credit accounts on the Next Page...

## Step 5 - Revolving Credit Accounts

- 5.1 - The "Starter Set" of Revolving Credit Accounts.
- 5.2 - Revolving Accounts for Major Credit Card Providers.
- 5.3 - Revolving Accounts for Office Resources & Supplies.
- 5.4 - Revolving Accounts for Building & Decor Supplies.
- 5.5 - Revolving Accounts for Gas Stations & Fleet Management.
- 5.6 - Revolving Accounts for Major Retail & Specialty Providers.
- 5.7 - A summary of your selected revolving credit card accounts & applications.

**Having three (3) Revolving Business Credit Card accounts is key to building business credit.**

For your business credit building success you need to obtain three (3) revolving business credit card accounts. These accounts report to the business credit agencies in different ways and carry more weight than the vendor credit that you select in Step 4.

A revolving credit account is simply one that allows you to pay a "minimum due" per month and not the full outstanding balance. These accounts normally report to Experian and sometimes to D&B and EquiFax. Because of how they report, these accounts will help build your business credit on a larger scale than just the Net 30 day vendors alone.

**If you haven't completed Steps 1 through 4 there is no point in starting Step 5.**

Why? Because you will most likely get declined. These accounts will be checking to see that your business credit foundation is set and that your business credit files are open. They may also check your bank rating, look to see if you have some open vendor lines of credit and, in many cases, they will want to see that your D&B file is open.

**In this step it does not matter which Revolving Credit Card Accounts you open and make purchases with.** We have a great selection of companies offering products and services that are of value to any and all businesses.

## Step 6 - Bank Credit

- 6.1 - Bank rating, what is it and how to use it to your advantage.
- 6.2 - Unique funding programs that are available sources of business cash.
- 6.3 - Sources for finding personal cash that can be used in your business.
- 6.4 - Obtaining one bank business loan that reports to the credit agencies.
- 6.5 - Where to go to get the one bank loan that your business must have.

**Getting "Bank Credit" makes your business more credible in the eyes of almost all other lenders.**

In Step 6, we will walk through what must be done to obtain some of the initial Bank Credit that will start the reporting process for your business and place your business on all other lender's radar.

**As part of Bank Credit, in Step 6 we will be teaching you about the following:**

**Bank Ratings** - a strong business bank account rating indicates your business has the ability to re-pay loans, we will look at how banks rate your accounts.

**Business Cash** – We provide you with access to many unique funding programs that can bring quick cash to your business.

**Personal Cash** - Here we show you some creative programs for accessing personal cash that can then be used in your business.

**One Bank Loan** - We will detail why your business needs a bank loan that reports to the business credit agencies, exactly how to go about obtaining it and which banks to go to.

**Which Banks** – We provide you with a detailed list of banks that our business members before you have reported as successfully doing to one bank loan program and that we have verified report to the business credit agencies. Many banks that offer business credit cards and business loans either do not report to the business credit agencies or worse they only report on your personal credit.

## Get the Help You Need to Get it Done Fast

**Our system is the result of years of research on building strong business credit scores the fastest possible way with EquiFax, D&B and Experian.**



**Let our system show you:**

- 1. How to get set up with all three national business credit reporting agencies without paying hundreds of dollars to do so.**
- 2. How to get your first business bank loan that reports to the business credit agencies and which banks will approve your business.**
- 3. How to obtain five vendor lines of credit that report to the business agencies and have hundreds of vendors to select from.**
- 4. Where to get three business credit cards that report that are separate from you personally and what are their approval requirements.**

**Our data will save you hundreds of hours of researching on your own and we will make sure that you get it done the fastest possible way!**

**So Let's Get Started!**