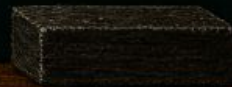


# Today's Workshop

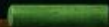
- Importance of Good Credit
- How to build good credit without piling on debt
- Your credit score is 3rd grade math ► Get an A+



# WHY WE NEED TO MAINTAIN AN A+ CREDIT SCORE

We need to be **720** Credit Ready  
For these **4** Life Events

1. Buy a car
2. Buy a home
3. Move to a new rental home
4. Buy furniture



Bad credit scores don't make us bad people

We were simply never taught the  
3rd grade math of credit scores

The lower your score  
you can make bigger improvements fast.



# A+ CREDIT SCORE = LOW INTEREST RATES

## BAD CAR LOANS

How much are you looking to borrow? ⓘ

\$30,000

For how long? ⓘ

72 Months

Interest rate

27 %

Your estimated monthly payment

➡ \$ 845

Total Principal Paid \$30,000

Total Interest Paid ➡ \$30,863 **\$60,863**

## GOOD CAR LOANS

How much are you looking to borrow? ⓘ

\$30,000

For how long? ⓘ

72 Months

Interest rate

7 %

Your estimated monthly payment

➡ \$ 511

Total Principal Paid \$30,000

Total Interest Paid ➡ \$6,826 **\$36,826**

# 5 CREDIT FACTORS

EACH FACTOR HAS ITS OWN GRADE **A-F**

## YOUR CREDIT FACTORS

Think of these 5 factors as a grades for each factor, these grades make up your overall Grade Point Average(**GPA**) just like in school(**Math**, **English**, **History** etc..)

High impact

Credit utilization

**29%**

● Fair

No change today

High impact

Payment history

**99%**

● Fair

No change today

High impact

Derogatory

**1**

● Fair

No change today

Medium impact

Credit age

**5 yr, 6 mo**

● Fair

No change today

Low impact

Hard inquiries

**0**

● Excellent

No change today



## What is your overall all Credit Score Grade(GPA)?

✓ A+ = 720 and higher

✓ A = 700-719

✓ B = 661-699

✗ C = 620-660

✗ D = 600-619

✗ F = 599-350

✗ F = No Score ▶ 1 in 5 Americans has NO Credit Score

# How to monitor your credit report

---

You should never pay to view your credit report

Credit Karma is FREE  
and ALL you need  
to understand where you are at  
to reach you goals FAST

It's a rip off to pay to view your own information



# Click on Your TransUnion Score

## Scroll down to the Credit Factors Section

INTUIT  
creditkarma

**Today**



**New** Daily score checks from Equifax

Scores checked daily with VantageScore 3.0 ⓘ

# Your Credit Factors

## Your credit factors

These factors influence the overall strength and stability of your credit score

High impact  
**Credit utilization**

**29%**

● Good

No change today

High impact  
**Payment history**

**99%**

● Good

No change today

High impact  
**Derogatory**

**1**

● Fair

No change today

Medium impact  
**Credit age**

**5 yr, 6 mo**

● Fair

No change today

Low impact  
**Total accounts**

**40**

● Excellent

No change today

Low impact  
**Hard inquiries**

**0**

● Excellent

No change today

# 5 CREDIT FACTORS

EACH FACTOR HAS ITS OWN GRADE **A-F**

## YOUR CREDIT FACTORS

Think of these 5 factors as a grades for each factor, these grades make up your overall Grade Point Average(**GPA**) just like in school(**Math**, **English**, **History** etc..)

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No change today

Medium impact

Credit age

**5 yr, 6 mo**

● Fair

No change today

Low impact

Hard inquiries

**0**

● Excellent

No change today



# CREDIT CARD USAGE

## Why is this important?

- ☐ 30% of your credit score is how you manage your credit card(s)!
- ? Ask yourself do you need a credit card to pay for groceries?  
99.5% say **NO**. Credit cards are used for wants **NOT** needs.
- ▶ Have you heard the advice to keep credit card usage under 30%?
- ▶ This is the worst advice in the world of credit scores, you should keep your balance at \$0 by paying the card balance in full each month for the best score. This advice was given by a rich banker that owns a credit card company and they live in a mansion. You are paying for that life!
- ☑ This will also keep you from paying crazy 25–30% interest to the banks.

## Why you need a credit card

➔ 30% of your credit score is how you manage your credit card(s)!

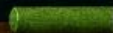
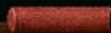
? Not having a card is like skipping 30% of a math test.  
You have to ace the rest of the test to get a C-.

## How to manage your credit card to get an A+ Grade

✓ Put Netflix or similar on the card, setup auto pay, setup alerts.

✓ Put the card in the sock drawer.

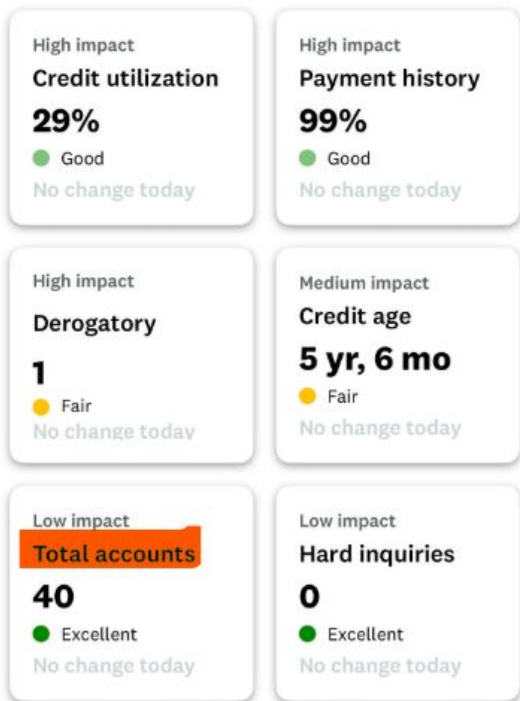
? Ask yourself do you need a credit card to pay for groceries?  
99.5% say NO. Credit cards are used for wants  
NOT needs.



# How to Find Your Credit Card Usage Detail

## Your credit factors

These factors influence the overall strength and stability of your credit score



## Credit card usage

### Open credit card accounts

	<b>CITICARDS CBNA</b> \$2,869 out of \$3,000	<u><b>96%</b></u>
	<b>CAPITAL ONE BANK USA</b> \$816 out of \$10,000	<b>8%</b>

# What is the MAXED OUT Credit Card Penalty

## What is the Maxed Out Penalty?

→ A single credit card over **80%** usage is considered **MAXED OUT**.

Your score can drop **85 Points!**

**719** out of 850

▲ **33 Points** Checked Daily

Scores calculated using VantageScore 3.0 ⓘ



Credit card usage

## Open credit card accounts



CITICARDS CBNA

**96%**

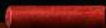
\$2,869 out of \$3,000



CAPITAL ONE BANK USA

**8%**

\$816 out of \$10,000





# CREDIT CARD USAGE

What is your Credit Card Usage grade?

- ✓ A = 0% usage
- ✓ B = Less than 0-30% usage and NO maxed out card
- ▶ C = Overall usage over 30% and NO maxed out card
- ▶ D = Usage over 30% and/or 1 maxed out card(s)
- ▶ F = Usage over 30% and/or More than 1 or more maxed out card(s)



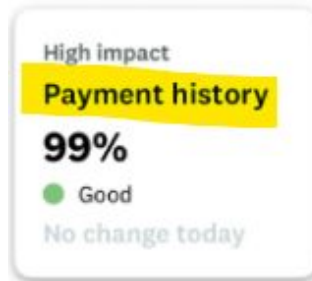
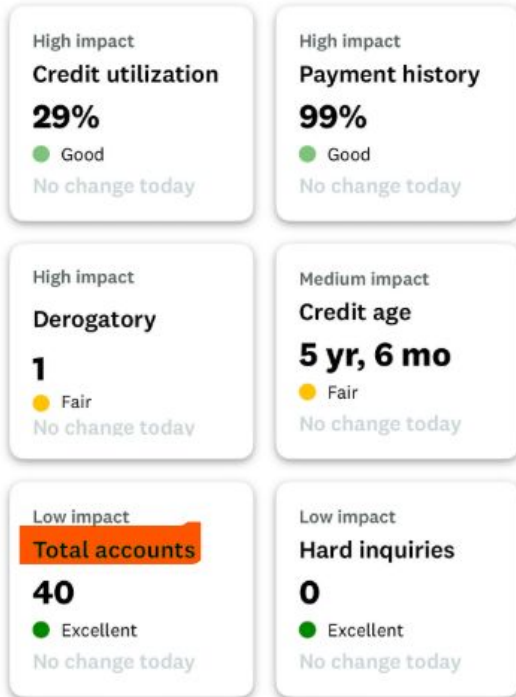
# PAYMENT HISTORY

- ❑ 40% of your credit score is based on payment history.
- ▷ One late payment can kill your score, 85 points!
- ▷ What is considered late? 5, 15 or 30 days?  
30 Days!
- ▷ The penalty lasts for 2 years!  
Reducing 4 points each month
- ✅ This is the MOST important mistake to avoid.

# How to Find Your Payment History & Missed Payment Details

## Your credit factors

These factors influence the overall strength and stability of your credit score



## Credit cards

☰ BK OF AMER  
Closed

1 missed

# PAYMENT HISTORY

## Accounts with missed payments

AUTO LOANS

Navy Fcu

6 Missed  
Currently on-time —

### Overview

You have 70% left to pay on this loan.



Balance  
\$10,669

Highest Balance  
\$15,276

Monthly payment \$359

Opened Jul 11, 2019 (2 yrs, 1 mo)

Term 60 months

### Payment History

You've made 78% of payments for this account on time.

	J	F	M	A	M	J	A	S	O	N	D
2021	✓	✓	✓	✓	✓	✓	✓	●	●	●	●
2020	✓	✓	✗	✓	✓	✗	✗	✗	✗	✓	✓
2019	✓	✗	✓	✓	✓	✓	✗	✗	✓	✓	✓

✓ Current ✗ Late ● Unknown

Last payment Jul 1, 2021

Current Payment Status Current

### Account Details

Account status Open

Type Auto

Responsibility Individual

Remarks Fixed rate

Times 30/60/90 days late 4/2/0

High impact

Payment history

99%

### How to resolve this issue

- ✓ Disputing a 30 Day Late has less than a 10% success rate,
- ✓ The best option is to call the lender and talk with them to see what happened, was it a mistake, see if they can help adjust the account.

This will make the penalty go away.



# PAYMENT HISTORY

What is your Payment History grade?

- A+ = No Late Payments in last 2 years!
  - B → Late payment 18–24 months ago
  - C → Late payment 12–18 months ago
  - D → Late payment 6–12 months ago
  - F → Late payment less than 6 months ago
- 

# DEROGATORY MARKS (aka COLLECTIONS)

## Why is this important?

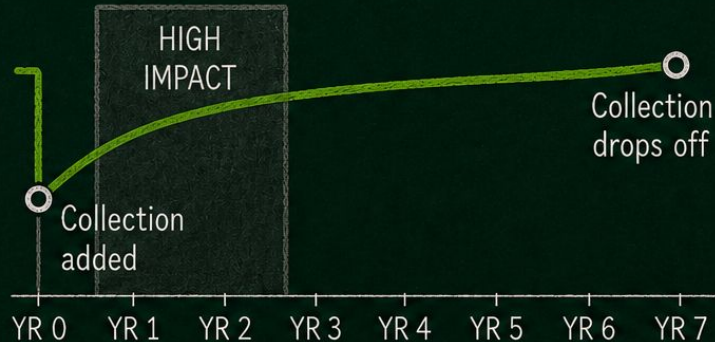
- ➔ Derogatory marks also known most often as collection accounts can be scary
- ? Collection accounts are things like Charge Offs, Unpaid Bills like Doctor or Phone service, also often when you had an unpaid rent from an old rental.

## The Penalty for Collection Accounts

- ▶ Each collection is a 22 point penalty.
- ▶ The penalty for a collection is the same 22 points if it's \$50 or \$500.

## How long does the penalty last?

- ? The penalty goes away about 1 point each month over 2 years.



# How to Find Your Derogatory Marks(aka Collections)

## Your credit factors

These factors influence the overall strength and stability of your credit score

High impact

Credit utilization

**29%**

● Good

No change today

High impact

Payment history

**99%**

● Good

No change today

High impact

Derogatory

**1**

● Fair

No change today

Medium impact

Credit age

**5 yr, 6 mo**

● Fair

No change today

Low impact

Total accounts

**40**

● Excellent

No change today

Low impact

Hard inquiries

**0**

● Excellent

No change today

High impact

Derogatory

**1**

● Fair

No change today




## Collections

PROFESSIONAL DEBT MEDIATION

Opened 2024-09-10

# DEROGATORY MARKS (aka COLLECTIONS)

What is your Derogatory Marks grade?

- A = No collection in the last 2 years
- B = 1 Collection 1-2 years since open date
-  C = 1 Collection less than 1 year since open date
-  D = 2 Collections less than 2 years old
-  F = 3 or more Collections that have not aged past 2 years



# 40% OF CREDIT FILES HAVE A D OR F GRADE FOR CREDIT AGE

Less than 2 years average Credit Age

## Credit Age Grades

What is your Credit Age grade?



**A** A = 8+ Years

**B** B = 5-7 Years

**C** C = 2-5 Years

**D** D = 1-2 Years

**F** F = Less than 1 Year



## 3rd Grade Math: How It's Calculated

Account #1: Account #2: Account #3: Total Age:  
5 Years + 2 Years + 2 Years = 9 Years

$$\begin{array}{l} \text{Total} \\ \text{Age} \\ (9) \end{array} \div \begin{array}{l} \text{Total} \\ \text{Accounts} \\ (3) \end{array} =$$

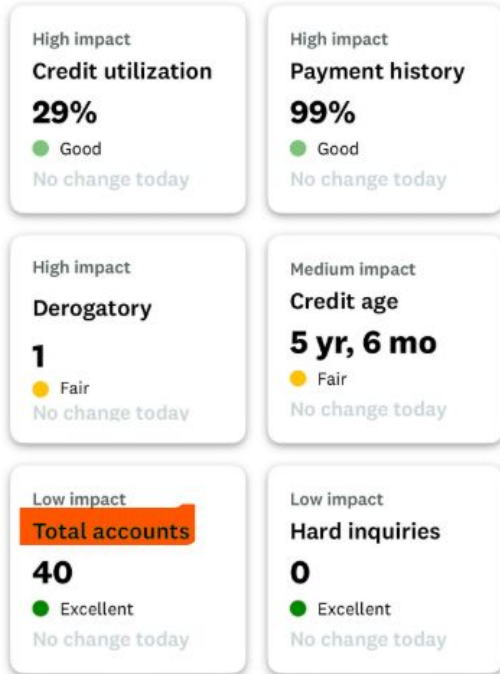
**3 YEARS  
AVERAGE**



# How to Find Your Credit Age

## Your credit factors

These factors influence the overall strength and stability of your credit score



## Credit age

# 5 yrs, 10 mos

Average age of open accounts



Fair • Medium impact

- Excellent 9+ years
- Good 7-8 years
- Fair 5-6 years
- Needs work 0-4 years

Based on your TransUnion report on Jan 13, 2026

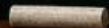
## Open accounts

☰ CAPITAL ONE	14 yrs, 1 mo
☰ CAPITAL ONE	10 yrs, 5 mos

# Increase Your Credit Age & Payment History

## How to increase your credit age!

- Close new accounts like store credit cards or credit builder apps.
- Add aged Rent & Utility Bills to your credit report.



# Why Credit Builder APPS Do NOT Help

It's 3rd Grade Math

'self lender

K Kikoff

ava

boom

Credit  
Strong

TOMOCREDIT

kovo

Experian  
Boost

## The Mechanics & Math



These accounts show up as a new account. This significantly **reduces credit age**



It has NO factor in underwriting. It's NOT a real responsibility, like rent/utilities/auto



The most common mistake. **Opening multiple credit builder app accounts**

## The Deception & Risk



These companies **SELL HOPE** and don't tell you the truth.



Many of these are actually a predatory business disguised as a mission driven service.

# HARD INQUIRIES

## Why is this important?

- ✓ Hard inquiry score impact decreases significantly within a few months.
- ✓ Typically having no impact on scores after 12 months, even though they remain on your credit report for the full 2 years.
- Each hard inquiry can lower your credit score 4-5 points!
- 10 inquiries can equal 40-50 points, !



# How to Find Your Hard Inquiries

## Your credit factors

These factors influence the overall strength and stability of your credit score

High impact  
**Credit utilization**  
**29%**  
● Good  
No change today

High impact  
**Payment history**  
**99%**  
● Good  
No change today

High impact  
**Derogatory**  
**1**  
● Fair  
No change today

Medium impact  
**Credit age**  
**5 yr, 6 mo**  
● Fair  
No change today

Low impact  
**Total accounts**  
**40**  
● Excellent  
No change today

Low impact  
**Hard inquiries**  
**0**  
● Excellent  
No change today

Low impact

**Hard inquiries**

**1**

● Good

No change today




## Inquiry details

USBANK

May 10, 2024

# HARD INQUIRIES

## What is your Hard Inquiry Grade?

- A** = No hard inquiries in last 3 months
- B** = Less than 2 hard inquiries in last 3 months
-  **C** = 3-5 hard inquiries in last 3 months
-  **D** = More than 5 hard inquiries in last 3 months
-  **F** = 10+ hard inquiries in the last 3 months



# DELETING OLD ADDRESSES

## This is VERY bad advice

- You likely heard the advice that deleting old addresses off your credit report is a good way to improve your credit profile.
- ▶ Deleting addresses on a credit report has **NO IMPACT** on your credit score!
- ▶ Ask yourself this. If you were lending a person money, would you want to see their address history before giving someone a **\$30,000** car loan?
- ▶ Deleting your address history is turning you into a **RED FLAG** for getting approved.
- ▶ Lack of address history is a flag that your application could be an identity theft attempt to get a car that can be sold for parts, this happens!

👉 Building a good long address history is a **POSITIVE NOT** a negative!



# Do you have lots of Credit Card Debt?

What is your credit card balance?

\$20,000

What is the interest rate on your credit card?

27%

How is your minimum payment calculated?

3% of balance

Your minimum payment: **\$600**

With a minimum payment:

It will take you **553** months  
to be rid of your debt.

In that time, you will pay:

**\$ 58,934.66**

in interest.



# How to Eliminate Credit Card Debt FAST

## Why is this important?

- ➔ Pay off high interest credit card debt fast!
- ▶ Credit cards not only have high interest rates, they have compound interest.
- ▶ This means you end up paying 30% interest on the interest you are already paying.

## The problem

- ▶ Do you have maxed out credit cards crushing your finances and your credit score?
- ▶ Is your overall credit card usage high and keeping your score down?



# Step 1) Get to 640+

## How to resolve this issue

➔ Step #1 ▶ Get score to 640+

✓ Focus on paying down any credit card you have that is over 80% usage to below 80%. This will eliminate the MAXED OUT credit card penalty on each affected card over 80%.

**FOCUS** ▶ On paying cards that have the smallest balance and highest usage. This allows you to chip away at the maxed out penalty fast!

✓ If you have not already added your rent and utility payment history to your credit report, now is the time and part of this process. Adding lots of positive payment history and age can boost your score very fast.



## Step 2) When score is at 640+

→ Get a Personal Loan to Pay Off Cards

✓ Now that your score is above 640, use the Credit Karma app and get a personal loan matched to you for the amount of your total credit card balance or as close as possible to that amount.

### Personal Loan Calculator

Loan amount

\$20,000

Loan term (yrs)

5

Interest Rate

14

Estimated payment

**\$465**

Total principal paid \$20,000

Total interest paid → \$7,921.90

11.82%

Est APR\*

SoFi

★★★★★ 545

\$740/mo\*

For 48 mo

\$7,326

Interest & fees Est\*

\$30,000

Loan amount



Congrats: your chance of approval is **outstanding!**



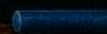
Fast funding



Discounts: **Autopay** and **Direct pay**



Take offer



# Step 3) When score is at 700+

→ Step #3 ▶ Now you can get 0% Interest

- ✓ At this point keep checking your Credit Karma App for 0% Balance Transfer offers.
- ✓ You could then get a card with 0% interest for 12-24 months and use that to pay the personal loan.
- ✓ Now you are at **ZERO Interest** and can pay off your debt much much faster.
- ✓ **Math** ▶ Paying just the \$600 minimum card payment you had before will reduce your debt from \$20k to \$9k in just 18 months. For the final \$9k you can repeat the process with another balance transfer card.
- ✓ If you can pay \$1,100 a month you will be at ZERO balance in 18 months and **NO Interest!**



Great for high flat-rate cash back ++

Citi Double Cash® Card

★★★★☆ 1328 reviews

🎉 Congrats: your chance of approval is outstanding!

Continue

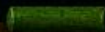
See details, rates, & fees

Intro balance  
transfer APR

0% for 18 Months

Regular balance  
transfer APR

18.74% - 28.74%\*  
Variable





**ADD UP TO 5 BILLS TO YOUR CREDIT**

**MORE HISTORY = MORE POINTS**

rent – phone – electric – gas – water



---

Helping 125,000+ families build better credit.

*Since 2012*

**Featured In:**



# HOW RENT REPORTING WORKS

1

## BACKDATE & REPORT



We backdate and report your rent since your move-in date.

To date the record stands at 21+ years old

2

## PAYMENT FLEXIBILITY



It does not matter how you pay your rent

Cash, money order, check, online

3

## LANDLORD VERIFICATION



You can rent from family, a landlord, or property management company

We verify ownership of the rental before verifying with the owner

4

## MONTHLY UPDATES



Each month we verify the rent with the owner or manager

# HOW MUCH DOES RENT REPORTING COST?

---

One Renter

*only*

\$75

ENROLLMENT

\$8.95 monthly

Two Renters

*only*

\$100

ENROLLMENT

\$13.95 monthly





**Save \$10 on Rent Reporting**

**CODE = CULLEN506**

# HOW UTILITY REPORTING WORKS



## Backdated Reporting

We report utility accounts back to the open date.

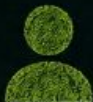
The Record is 17+ years for a phone bill



## Flexible Payment Methods

It doesn't matter how you pay your bills.

Cash, money order, check, or online



## Account Ownership

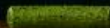
The utility account needs to be in your name.



## Verification Process

We complete a 3-way call with the utility to confirm the open date.

Ongoing our system logs in and downloads you recent statement(s)



# HOW MUCH DOES UTILITY REPORTING COST?

---

1 

UTILITY  
REPORTED

---

\$25 enrollment  
\$4.95/month

2  

UTILITIES  
REPORTED

---

\$50 enrollment  
\$9.95/month

3  

UTILITIES  
REPORTED

---

\$75 enrollment  
\$14.95/month

4    

UTILITIES  
REPORTED

---

\$100 enrollment  
\$19.95/month



# 40% of Credit Files have a D or F Grade for Credit Age Go from (D or F) TO (A or B) FAST

## Credit age

What is your Credit Age grade?

- A = 8+ Years
- B = 5-7 Years
- C = 2-5 Years
- D = 1-2 Years
- F = Less than 1 Year

## Open accounts

 RKUTIL/TELCO	17 yrs, 7 mos
 RKUTIL/WATER	14 yrs, 8 mos
 NSTAR/COOPER	13 yrs
 BK OF AMER	3 yrs

## Open accounts

 RK/RESIDENCE	12 yrs, 7 mos
 NAVY FCU	5 mos
 SOFI BANK	1 yr, 3 mos
 NAVY FCU	1 mo

# Member Benefits



- ▶ Get 720 Credit Ready Education & Community  
Driver's Ed for Credit, No Down Payments & Avoiding Financial Pitfalls
- ▶ Unlimited 1-on-1 Credit Mentoring  
Personal Action Plan Helps You Reach Your Goals
- ▶ Free Credit Workshops Multiple Times Each Week
- ▶ 90-Day Money Back Guarantee

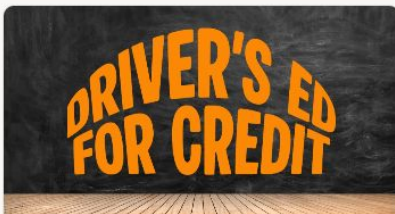




### No Down Payments

Get your next car or home loan with NO down payment and a great interest rate!

100%



### Driver's Ed for Credit

Think of your credit score like a grade in school, A-F. It's fourth-grade math! 🏠

100%



### Avoiding Financial Pitfalls

Watch out for the wolves of Main Street. They're hunting for you! Awooo 🐺

100%



### The Podcast

Listen as we make credit simple and help you achieve your goals fast!

100%



### Credit Mythbusters

Time to learn what is NOT REAL and what to avoid!

100%



### Driving Into Debt

Learn the dirty little secrets of dealer financing!

100%

# 1-on-1 Mentoring ► Your Action Plan

SCHEDULE A CALL WITH YOUR  
**RENTAL KHARMA**  
**CREDIT EXPERT**

**CUSTOM ACTION PLAN**  
**EASY, SIMPLE STEPS**  
**REACH YOUR GOALS**

Rental Kharma  
Get 720 Credit Ready Action Plan  
09/06/2024

★★★★★  
Review us on Google

**Our Mission**

- Our mission is to help you improve your credit score to 720.
- We will provide you with the resources you need to achieve your credit goals.
- Learn how to maximize your 720 Credit Ready score.
- Simple knowledge on how to avoid pitfalls.

**Your Member Our Discussion**

Tell your friends and family!  
We'll give you a \$10 "Thank you" for each friend that has their credit repaired!

**Your Goals**

Goal	Timeline To Reach Goal:
Pay off loan to consolidate card debt	Less than 1 month
Reduce a high interest car loan	2 months
Buy a new home	1 year

**Your Credit Factors**

Pre-Rent Score: 549	Post-Rent Score: 644	Goal Score: 720
# Open Accounts: 10	Credit Card Usage: 2%	Hard Inquiries: 0
Credit Age: 27' 04"	Payment History: 100	Delinquent Accounts: 0

“Cullen and Aly were amazing! They spent over an hour teaching me how to fix my credit for free. Awesome that the owner cares so much about helping people get their finances in order! Thanks so much!!”



by April Mur

Rated 4.8 / 5 | 1,123 reviews

★ Trustpilot



**Save \$10 on Rent Reporting**

**CODE = CULLEN506**

# Member Success



Elias Legra Jr

8 months ago



I have been a Mortgage Broker for over 40 years and have finally found a Company that is truly changing lives. I had a borrower with a 680-credit score but needed a 720 in order to save almost 50 basis points of a \$700,000 loan. Well, you guys came through and he credit score jumped to 725 in just 2 weeks, saving him almost \$83,880.00 over the life of the loan, thanks to Rental Kharma.

## Member Reviews



### Rental Kharma

Reviews 1,148 • Excellent



4.8

✓ VERIFIED COMPANY

# Your 1st Credit Score!

Zero Credit Score  
to Prime Credit  
In Days!

**NOT YEARS!**



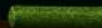
4 Months of past history = 0 → 640 in days



2 Years of past history = 0 → 685 in days



5 Years of past history = 0 → 720 in days



# Meet Lynne

## **Lynne came to America on a student VISA. She was Credit Invisible**

- ▶ “I could not get approved for an apartment, a phone, credit card, car, or furniture without credit”
- ▶ “I had to buy everything with cash”, Thankfully she had the savings
- ▶ I didn’t know where to begin.



# Credit Invisible to Homeowner in less than a year!

- ▶ After living in the U.S. for 5 years, graduating college, and getting a job, Lynne was still CREDIT INVISIBLE. 1 in 5 Americans has NO SCORE!
- ▶ “I went from **NO SCORE to 639** after adding 4 months of rental history”
- ▶ Soon she was approved for an unsecured Amex Rewards Card
- ▶ 7 months later her score was **756!**



**She was approved for a mortgage!  
Qualifying for the lowest rate available at the time!**

# Credit Score Impact

## Adding Just 1 Account With 2 Years History

### NO CREDIT SCORE?

1 in 5 Americans Have NO Credit Score

- Average Point Increase ▶ 668
- Upper 10% Average Increase ▶ 745
- Lower 10% Average Increase ▶ 636

### 400-500

- Average Point Increase ▶ 54
- Upper 10% Average Increase ▶ 126
- Lower 10% Average Increase ▶ 15

### 500-550

- Average Point Increase ▶ 51
- Upper 10% Average Increase ▶ 130
- Lower 10% Average Increase ▶ 14

### 550-600

- Average Point Increase ▶ 38
- Upper 10% Average Increase ▶ 105
- Lower 10% Average Increase ▶ 10



# Credit Score Impact

## Adding Just 1 Account

### 600-650

- Average Point Increase ▶ 32
- Upper 10% Average Increase ▶ 111
- Lower 10% Average Increase ▶ 6

### 650-700

- Average Point Increase ▶ 17
- Upper 10% Average Increase ▶ 79
- Lower 10% Average Increase ▶ 4

### 700-750

- Average Point Increase ▶ 11
- Upper 10% Average Increase ▶ 42
- Lower 10% Average Increase ▶ 2

### 750+

You only need rent reporting if your mortgage loan officer sent you to us

- Quick Addition of Data for Mortgage Approval
- Adds Needed Age to Your Credit Report
- Average Point Increase ▶ 6

