



FAQ's – 10 Trade-Lines Importance to Business Credit

1. **What are the lender compliance items?**

We provide the complete list of 20 Lender Compliance items inside our free education system. Simply visit our website at <http://lavanfinancialgroup.net/> and follow the links to take the free Pre-Qualification Assessment. This will cause the system to issue a User ID and Password so that you can continue to learn about building business credit and getting approved for financing.

2. **My business credit is damaged, it has trade-lines that are derogatory, will the 10 trade-lines solution get my scores to 70 or higher?**

Business credit and personal credit differ greatly in getting derogatory items either removed or turned to positive. If the account is still active and you can reach an agreement with the creditor then the account may be turned positive. If the account is closed there is little chance of removal. It may even be best to form a new entity (LLC or INC) and use the old business name as a DBA. This will open new credit files which can take far less time than attempting to remove old derogatory items.

3. **My personal credit is damaged, does it make sense to take the 10 trade-lines solution?**

Absolutely! The purpose to becoming bankable is so that your business can stand on its own with lenders and creditors. The business owner's personal credit scores are important to lenders, especially when a business is just beginning the business credit building process so it is important to work to resolve any harmful issues you have with your personal credit. But don't let that stop you from moving your business forward. You want to be making progress in all areas concurrently.

4. **How long will it take for my business credit scores to get to 70 or better?**

Unlike consumer credit which reports in a matter of days, business credit can take several months to appear on your reports. You will need 6-12 months of on-time payments on 10-reporting trade-lines to build your score of 70 or better.

5. **My business has 6 reporting trade-lines, can I get just 4 in order to get to 10?**

Before you make a decision about how to proceed, you want to carefully review those reporting trade-lines. Are they showing current, regular payments or are they showing history from several months ago? Business trade-lines only report when you use them. For example, you might have a Home Depot Commercial Card and only use it a few months out of the year. This will create large gaps in your trade-line reporting history. Creditors want to see current and consistent

history. Most business owners don't have more than 1 or 2 trade-lines reporting and those are normally not reporting every month. This is why we offer the complete package of 10 trade-lines that consistently report each month which is the key to building and maintaining 70 and above business credit scores.

6. **What basis do you have for saying 10 trade-lines or more is the magic number?**

We have worked with the over 7,000 lenders and vendors in our system to determine the optimal point at which a large percentage of them are comfortable having your business stand on its own for financing.

7. **Who are the vendors in the 10 trade-line package?**

We contract directly with the service providers to create our own fulfillment labels for the 10 trade-lines. We have had the service make unique and specific modifications to fit our small business client base. None of these service providers report credit history on their own. We have made sure that you receive great products, reporting trade-lines and excellent support for each service.

8. **Who do the trade-lines report to?**

Our vendors report to Experian Business, Dun & Bradstreet, Equifax Business, and Creditsafe.

9. **How do the trade-lines get reported?**

Personal credit only reports "current", 30 late, 60 late, etc. Business credit is different in that it reports as to the day the payment was made. Pay 10 days early and your scores go up. Pay 20 days late and your scores go down. A 70 score tells other creditors that you pay "on-time". An 80 score lets them know you pay 10 days early. A 50 score says you pay an average of 20 days late.

10. **How much will the trade-lines report for?**

The value of the trade-line is determined by how much you are contracted to pay the vendor. In the case of our 10 reporting trade-line package, you are contracting to pay one amount every 30 days for 12 months. The amount of each service is listed in the system. The current package reports approximately \$10,000 in contracted credit.

11. **I have friends who bought trade-lines for their business and they did not work, how is this different?**

That is unfortunate and quite common! The answer is the trade-lines they purchased were "**not real**". When people "purchase" trade-lines, they are paying someone to report *false* information. These "*fake*" trade-lines can actually do great harm as they eventually get flagged as "*fraud*" by the credit agencies. When that happens then everyone who has one of these "*fraud trade-lines*" gets flagged as a potential fraud themselves. Now potential lenders and vendors see this company as a fraud and you have no choice but to close that business and start over. Our trade-lines are for real services with real vendors that your business can use every day. The trade-line is reported truthful. The goal is to report a good history, but lates and defaults will also be reported.

12. **How much does the solution cost?**

If you were to purchase these 10 business services one at a time on the open market you would pay \$1,500 a month or more. Vendors outside of our system for the same services will not report your payment history. Inside our system, each vendor reports the trade-line. You will pay just \$497 a month for 12 months.

13. **How long do we pay for the solution?**

Your commitment is for 12 months but you will likely find that you use and rely upon many of the services. You are welcome to continue your package or remain enrolled in each service on an individual basis although the costs individually will most likely be higher than staying bundled.

14. **Do we get anything else besides reporting trade-lines for the cost?**

ABSOLUTELY! Each service is a stand-alone valuable tool for your business. Each service either fulfills a lender compliance issue or provides a valuable service to your business.

15. **What if we don't want to switch existing services that are offered in the solution?**

Your 10 reporting trade-line package is for valuable business services. The package is bundled to keep the cost below market value. All the services are available to you to use, they come with the bundle and cannot be removed or substituted. It is your choice if you elect not to use one or more.

16. **Can we take a few services and pay less?**

No. To become bankable you need at least 10 reporting trade-lines. It has been our experience that businesses left on their own will never get to 10. Our reporting package insures that your business will meet that requirement.

17. **Why should I take the business address service?**

One of easiest things to mess up is having multiple business addresses being reported from vendors and creditors. The business address service ensures your business address stays consistent over the becoming bankable process and there is no confusion over who they are dealing with, or where you are located.

18. **Is this solution meant for startups or existing businesses?**

BOTH! No matter what stage of business you are in, becoming bankable is the same process. We've helped startups become bankable in their first year and we've helped 20 year old companies who never bothered to become bankable. Start-ups may have an advantage as they tend to be a clean slate and easy to build upon. Where a 20 year old business may have a lot that needs to be cleaned up. Either way the process is exactly the same for both.

19. **What if I sign up but then don't pay the monthly charge?**

Just like any contracted service (cable or cell phone), if you do not fulfill the terms you are likely to experience derogatory reporting. You are committing to 12 months of service at a specified amount. If you fail to make your bundled monthly payment, you will have vendors who could report negatively on your business credit reports. These services are meant to help your business become bankable, please do not enroll if you are not prepared to follow through.

20. **How long have you guys been doing this?**
Our Business Finance and Credit System first came out over 20 years ago. There have been over 500,000 User IDs and Passwords issued. Business owners come back to us time and again when they open new businesses because they know they get real, honest guidance from our system.
21. **Who are your competitors?**
There is not one other company on the market who has our extensive free business finance and credit education system. We know of no one that is offering the same free bankable assessment system combined with offering essential business services as trade-lines that will report every month.
22. **How do I get started, where do I go to sign up?**
Visit our website at <http://lavanfinancialgroup.net> and follow the links to the Pre-Qualification Assessment. Once you complete the assessment, the system will issue you a free User ID and Password. You can then enter the system and have access to a tremendous amount of free business finance and credit education. You can go directly to getting 10 reporting trade-lines.
23. **I don't have the time to do this, so what do I do?** The great news is that one of the reporting trade-lines is our lender compliance completion service. This group helps you complete each step and in many cases does them for you. So this is a double bang for your buck. You get a reporting trade-line and someone to do the work you do not have time to do.
24. **What guarantee do I get that this will work?**
The critical component is you! We do not know, or control, how you are going to pay your bills. Pay them late and this will not work. Pay them early and you will build strong business credit scores. It's entirely up to you.
25. **Can you help us make sure this works?**
Of course! You can build strong business credit scores in as little as 6 months. Therefore it is vital that you pay your bills early (as much as 10 days) for at least that 6 month period. We offer a personal financing tool that ranges from \$5,000 to \$35,000 in financing from multiple lenders. No hard inquiries until after you are approved and funded. Funding in as little as one business day. If you prepay for 6 months of service on your 10 trade-lines you guarantee that for 6 months your trade-lines will be paid and report perfectly and start opening doors!