





## **FastTrack Business Credit Builder**

FastTrack Business Credit Builder is developed to provide you the ability to obtain business credit without personal credit check or guarantee.

Credit score helps lenders in determining whether you have the financial strength to return the money within the given time period. It is important to note that there are many factors that affect a credit score. It is more than just whether you pay bills on time, your credit score can be affected by:

- amount of available credit you have on bank lines of credit and credit cards
- length of time you've had a credit profile
- number of inquiries made on your credit profile and more

Follow FastTrack Business Credit Builder and learn how to get loan on your terms and how to reduce your monthly payments in 3 Simple Steps

STEP 1 Building the Foundation

STEP 2 Business Credit Scores

STEP 3 Funding for your Business



## Contents in a Credit Score Report

Credit Score Report has information related to:

- Identity
- Account History
- Trade Lines
- Inquiries
- Public Record and Collection Items

**Company:** Wal-mart

**Service Description:** Wal-mart has low prices for electronics, toys, home, garden, baby Products & more. Wal-mart has two cards available: The Wal-mart Discover card and the Wal-mart credit card.

**Reports To:** Experian and Equifax

**Getting Approved:** Apply in store. Skip the SSN# line, will typically get approved with Paydex score of 75 or higher.

**Payment Terms:** Revolving

**PayDex Score Required:** Yes

Follow FastTrack Business Credit Builder to strengthen your business credit score:

## ***STEP 1 Building the Foundation***

### ***1.1 Form a Corporation or LLC***

You can start your business as:

- Sole proprietorship
- Partnership
- Limited Liability Corporation (LLC)
- Corporation or S Corporation

To operate your business, it is recommended to form a corporation or LLC. With a sole proprietorship or partnership, your personal credit information could be included on your business credit report. As a proprietorship or partner in a partnership, you're personally liable for the debts of the business. Your personal assets are at risk in the event of litigation. Corporations and LLCs, on the other hand, afford business owners liability protection, and you can build a business credit profile that's separate from your personal debts.

You can establish and build business credit, even if you operate as a sole proprietor. The mistake many business owners make is using their personal information to apply for business credit, leases and loans that maximizes the risk of having a lower personal credit score. By using personal credit history to get business credit, they are not able to build business score, which could help in attaining critical business credit in the future.

Business credit improves the financial flow and you can have an opportunity to get loans at a lower interest. With business credits, your business can also secure the finances that it needs and develop the company's credibility.

## ***1.2 Choose the right name for your Business***

To build strong business credit score and to get approval for financing you need to have a name that is not only easy to remember, but also ensure that your bank account, business credit cards, product packaging and marketing materials bears exactly the same name.

It is very important to check that your business name is not conflicting with other established businesses that can potentially cause trademark infringement. Following are some simple ways to avoid trademark infringement:

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

At <http://dnb.com/us/> , you can check whether any businesses with the same or very similar names are listed with Dun and Bradstreet (D&B). Make sure that you have checked with "Nationwide" and "Select a State" drop-down menu.

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

To make sure that your business name is not conflicting with other businesses nationwide, check at: [www.Knowx.com](http://www.Knowx.com). It is a paid site and will cost you \$65 to search but it is worth to pay.

Each Secretary of State's web site provides this information absolutely free.

### *Trademark - Infringement Name Search - U.S. Trademark office*

U.S. Trademark office provides services to make sure that your business name will not cause any Trademark infringement. To find out, simply log-in to [USPTO](http://USPTO) website, click the **Search** button and under "**Get a Trademark Registration...**" select **New User Form Search**.

Make sure to read and understand all the Trademark Office instructions.

If you want to confirm that you have completed your search correctly, you can visit some [professional agencies](#) that provide information and guidance on legal availability of your trademark.

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

Verify that the domain URL (website address) for your business name is unique and is currently not in use by any other person/organization. It is always preferred to have a domain name with “.com” as an extension. For example, if your businesses legal name is



"Media Shop", then check out if "www.mediashop.com" is available and if it is available you need to secure it.

*Online Directory Search - Web Listing*

Make sure to create a free business listing with the online directories. Check out your business listing at [Superpages](#), if you can see your business in the listing; make sure that all provided information is correct.



### ***1.3 Location of your Business***

You need to have a fixed physical location for your business as well as an open line of communication like telephone lines, broadband connections. The address of your business should be a business address and can never be a post office box.

Lenders generally do not fund "home based" businesses so it is advisable to get a proper business address. Having a proper location adds credibility for credit lenders as it legitimizes your business.

Your company should be registered with your state, city and county office. You can check local zoning regulations to ensure you can operate a business in your neighborhood.



### ***1.4 Credit Identity***

Obtain Federal Identification Number (FIN) or Employer Identification Number (EIN) from [IRS](#).

The Employer Identification Number does not signify the type of status a corporation holds, but rather, helps to maintain adequate records. All companies, whether held by one person or by multiple people, have an EIN. An EIN does not reflect taxable status.

EINs have nine digits, but tend to be split into two, rather than three, sets of numbers. The first two numbers of the EIN are followed by a dash. The next seven numbers are grouped together.

You receive an EIN when the government has approved the articles of incorporation sent in by a new company. This number also protects business owners, especially the small business owner, from any personal debt responsibility, except in cases of misconduct.





### ***1.5 Register your company with Directory Assistance***

To apply for business credit, one of the prerequisite is to have the business listed in White pages and National Directory Assistance. Ensure that all your listings are under exact name, address and phone numbers.

Here are three quick steps to get a business phone listing:

- [Superpages](#) and [List Yourself](#) website provides free service to list the unlisted businesses.
- Contact Verizon Wireless at 1-800 722-0577 and ask for a "foreign listing". It is a paid service and will charge one-time \$9 and a \$1.12 monthly fee.
- You can call your local 411 and they will provide you assistance to get listed on the various online 411 directories and white pages.

### ***1.6 Check your permits and licenses***

Make sure that your business has all necessary licenses and permits to operate. Most businesses will not grant credit to another business that hasn't taken the steps to set up the company with the proper licenses and local, state and federal requirements.

Have all your financial statements, contracts and references etc. organized and completed. It is very important to have same contact number for all your telephone lines, bank accounts, and other licences and permits. If you ever find that any information related to your business is wrong, immediately contact the concerned agency as well as submit a notification to the credit reporting agency.

Your financial statements for at least two years should be ready to be presented in your credit application. Beware of the fact that when you miss a payment on any collection accounts and try to close the amount the report of the account will always be there on your credit report. So try to avoid it.

For some businesses, it is mandatory to have federal permit. These are:

- Investment advising
- Drug manufacturing
- Preparation of meat products
- Broadcasting
- Ground transportation
- Selling alcohol, tobacco or firearms

### ***1.7 Register your company with credit reporting agencies***

Credit reporting agencies collect information from various sources and provide consumer credit information on individual consumers for a variety of uses. This helps lenders assess credit worthiness, the ability to pay back a loan, and can affect the interest rate and other terms of a loan.

The primary sources of getting information of a lender before your business credit is approved are Dun and Bradstreet (D&B), Equifax and Experian Business Credit. For strong credit scores, your business credit file is required to open with all three business credit reporting agencies Dun & Bradstreet, Experian and EquiFax.

#### **CREDIT REPORTING AGENCIES**

Dun and Bradstreet

website: <http://www.dnb.com>

Equifax

website: <http://www.equifax.com>

Experian

website: <http://www.experian.com/>



### ***1.8 Secure references and ratings***

Business credit scores can also be improved by the references you have by your clients or vendors. When a company grants your business credit, be certain they report the payment experiences you have with them to the business credit report agencies to help build your business credit report and a financial foundation for your company.

One bank reference and 5 trade references are necessary for your business to establish its score. Get three business credit cards that do not have personal links to you and that will give business credit reporting agencies their feedback on your company.

Select a credit agency that can give honest and credible ratings to your business for not only of your late payments but also your good payment transactions.



### ***STEP 1 Summary***

- Form a Corporation or LLC rather than sole proprietorship or partnership
- Choose and verify the name for your business to avoid trademark infringement
- Get an official address and line of communication
- Obtain your Federal Identity Number
- Register your company with directory assistance and credit reporting agencies
- Check your permits and licenses
- Secure credible references and ratings



## ***STEP 2 Business Credit Scores***

Credit score is a three-digit number that often determines whether you'll be approved for credit and how much interest you will be charged.

There are many different credit scoring systems with different numeric scales. Each lender determines what a good score is based on its experience and the credit scoring system it is using. The FICO score is one such popular scoring method.

In order to find out what is affecting your credit score, you have to know what information in your credit report is most affected it. By comparing the risk factor statements to your credit report, you can identify the areas that most affect your credit history over time.

Remember: Credit scores are not part of your credit report. Credit scoring is a separate process used by lenders to analyze the information in your credit report at the moment it is requested.



**Factors that can negatively affect your Credit Score are:**

- Late payment or not paying at all
- Having an account charged off
- Having an account sent to collections
- Defaulting on a loan
- Filing Bankruptcy
- High credit card balances
- Closing credit cards that still have balances
- Closing old credit cards
- Applying for several credit cards or loans
- Having only credit cards or only loans

## 2.1 FICO Score

### How FICO Score determines your rate of interest?

FICO Score	Interest Rate
720-850	5.14%
700-719	5.26%
675-699	5.80%
620-674	6.95%
560-619	8.53%
500-559	9.29%

FICO Score is developed by Fair Isaac Corporation and range from 300 to 850. FICO Score is the most widely used credit score and are available through all major credit reporting agencies.

Credit scores above 750 is considered as excellent and below 600 as high risk to lenders. Lenders get your FICO score from national credit reporting agencies: Equifax, Experian, and Dun & Bradstreet. Lower FICO score is enough reason for lenders to charge you higher rates or to turn down your application. Following factors constitute your overall FICO scores:

#### Payment History

Always try to maintain a good track record of paying your bills on time. Your payment history accounts for about 35% of your FICO Score.

#### Amount you owe

Always try to keep your balances on credit card and other revolving credit card account as low as possible because it accounts for about 30% of your FICO Score.

#### Duration of Credit History

Your business banking history is an important factor to increase your FICO Score. Longer the duration of your credit history; more will be your FICO Score. Duration of your credit history accounts for about 15% of your FICO Score.

#### New Credit

New credits or application to get new credit accounts for 10% of your FICO Score. Avoid opening a number of new credit cards which you do not need in order to increase your score because it will weigh against the rest of your credit history.





## Other Factors

Other factors that accounts for remaining 10% of your FICO Score are:

- Mix of credit types on your credit report
- Installment loans (mortgage or auto loan)
- Personal Lines of credit

Note that never having had a credit card or loan isn't necessarily good for your credit score, as you will simply have no credit history on which to judge your FICO score.



## ***2.2 Know your PayDex Score***

The D&B PAYDEX® Score is D&B's unique dollar-weighted numerical indicator of how a firm paid its bills over the past year, based on trade experiences reported to D&B by various vendors. PayDex Score ranges from 1 to 100, with higher scores indicating better payment performance. For good PayDex score:

- Always try to maintain a good track record of paying your bills on time. This will help you to enhance the credit score.
- Find companies willing to grant credit to your business without a personal credit check or guarantee.



### ***2.3 DUNS Number***

D-U-N-S Number is a nine-digit sequence recognized as the universal standard for identifying and keeping track of more than 100 million businesses worldwide. It is recommended to register with [D&B](#) to get your DUNS Number.

DUNS number:

- enhances the credibility of your business
- enables potential customers, suppliers and lenders to easily identify and learn about your company



#### ***2.4 Experian and what it means to you***

Experian is a valuable source for business credit as it receives majority of its reporting from Commercial Banks, Equipment Leasing companies, some Revolving Business Credit accounts, and many trade vendor lines of credit (Net 30 accounts).

Experian's credit reporting processes collect, store and keep your financial references up to date. Credit information enables lenders to either avoid consumers who don't pay their bills or to lend to them on special terms.

Experian promotes greater financial health and opportunity among consumers by enabling them to understand, manage and protect their personal information, helping them control financial aspects of key life events, and make the most advantageous financial and purchasing decisions.

## 2.5 Vantage Score

Vantage Score, which is both used by lenders and now available to consumers, is the first credit score developed cooperatively by Experian and the other national credit reporting companies.

The Vantage Score scale approximates the familiar academic scale, making it simple to associate your Vantage Score number to a letter grade.

Score	Grade	Description
901 - 990	A	Super Prime: Consumers in this category are likely to be viewed as a very low credit risk by most lenders. Lenders are likely to offer their best rates and terms to consumers in this score range.
801 - 900	B	Prime Plus: Consumers in this category have exhibited good credit management. Most lenders offer their “good” rates to consumers in this category, and some will offer better terms.
701 – 800	C	Prime: Lenders typically view this category as creditworthy and may wish to review the credit history of consumers in this category in more depth and may require additional documentation in order to extend favorable terms.
601 – 700	D	Non-Prime: Lenders typically view consumers in this category as higher risk. While many lenders still make credit available, they will likely offer somewhat less favorable terms to compensate for higher default rates in this category.
501- 600	E	High Risk: Lenders view this as a very risky group. Many prefer not to extend credit to this group. Others may extend credit but require deposit accounts to protect the loan. Some will extend more traditional credit but require much higher interest payments to compensate for the increased risk associated with this category.

## ***2.6 Other Scores***

Each credit reporting agency calculates your score and it can be different because the credit history each agency has about you may be different. Your credit score changes when your information changes at that credit reporting agency.

Many insurance companies use scores generated from financial institutions to help determine premiums for the policies, called a “credit-based insurance score.” You may be able to improve your insurance score by improving how you handle credit, which in turn may lower your premium payments on auto or homeowners insurance.

Some credit scores offered to consumers are just estimates and are different from the credit risk scores lenders actually use, although they may appear similar.

Not only can consumers buy your score online from any number of sources, but everyone is entitled to get a [free copy of credit report](#) every 12 months from each of the three major credit bureaus -- Equifax, Experian and TransUnion.



### ***Tips to improve your Credit Score***

Although you can't raise your score overnight, you can do so fairly quickly. Here are quick tips to improve your credit score:

- Monitor your credit report and dispute errors.
- Pay your bills on time even if it means you can only pay the minimum amount due.
- Low balances are a positive factor in scoring models
- New credit applications can detract from your score.
- Old accounts (even those you haven't used for a long time) can help your score.
- Rotate and use all of your cards - a dormant credit account will not help your score.
- Ask your lender what scoring model it uses.
- Know the going interest rates.



### ***STEP 2 Summary***

- Credit scores are not part of your credit report
- FICO Score is the most widely used credit score.
- PayDex Score ranges from 1 to 100, with higher scores indicating better payment performance.
- D-U-N-S Number is recognized as the universal standard for identifying and keeping track of more than 100 million businesses worldwide.
- Vantage Score is the first credit score developed cooperatively by Experian and the other national credit reporting companies.
- Each credit reporting agency calculates your score and it can be different because the credit history each agency has about you may be different.



### ***STEP 3 Funding for your Business***

To grow your company or to expand your business there is always constant need of sufficient funding. For lenders or investors, there are various components of your business that determine how much fund they can provide for your business. These are:

- **Assets**

Building assets should be an important and ongoing component of your long term financial plan as it can act as collateral for obtaining new business credit accounts.

- **Owners**

In the business world, an owner's personal credit scores can open up more lending opportunities at lower interest rates and, in some cases, help secure much larger approval amounts. If a business owner (anyone owning 10% or more of the business) has personal credit scores above 680 it can help to get you credit at very low interest rates.

- **Risk Exposure**

This is not a requirement to building business credit, but going without the proper insurance means that you are risking all that you have built on the hope that nothing bad will ever happen to you or your business. Many lenders will not close your loan until you provide proof of the proper insurance.

Bank Credits makes your business more credible in the eyes of lenders. In the business credit world it is 1-3-5, where 1 is a bank loan, 3 is for business credit cards and 5 is for vendor lines of credit. It is important for you to understand the impact Bank Credit will have on your ability to get larger business loans in the future.

Your chances of obtaining business financing can increase by more than 250% if you have bank credit, and building business credit can protect you from business liabilities, as business credit may not require an owner's personal guarantee.

A business credit profile can be established for common C-Corporations, S-Corporations or a LLC, which are all business based on tax ID numbers. Sole Proprietor businesses are based on the owner's social security number and not recommended for credit building.



**Benefits of having a business credit are:**

- Business credits help establish a company's business credit rating, which may assist in building a trust-worthy reputation for future investors as well as customers.
- Business credits provide a convenient flow of money.
- Business credits help the business in keeping track and organizing its expenditure.

### ***3.1 Bank loan***

Bank loan provides a powerful boost to building business credit fast. The business bank loan needs to be in the exact name of your company. It should be under your Federal EIN and report to the business credit agencies, specifically Equifax and Experian.

When applying for a loan, you and the bank agree on the exact amount of money you will borrow, the exact amount of time you'll have to pay it back and at what interest rate you'll be charged. These are called the terms of the loan. A loan is called closed-end credit because there's a set date when all of the debt needs to be paid back in full, plus interest.

A loan is typically repaid through fixed monthly payments. Each monthly payment includes principle as well as interest. A mortgage is a good example of a closed-end loan.

### List of Recommended Banks that provide Business Loan

<b>Name</b>	<b>Contact Address</b>	<b>Phone Number</b>
Arizona Central Credit Union	787 S Alvernon Way Tucson, AZ 85711	866-264-6421
Bank Of America	900 S Federal Hwy Stuart, FL 34994	772-288-9654
Bank Of America	4201 Crestview Dr Se Rio Rancho, NM 87124	505-282-3700
Bank Of America	11499 Columbia Pike Silver Spring, MD 20904	301-625-3010
Bank Of The South	P.O. Box 321435 Flowood, MI 39232	601-939-9898
Bank Of York	13 West Liberty St York,, SC 29745	803-684-4249
Capital One	23910 Westheimer Parkway Katy, TX 77494	281-392-5550
Chase	3932 E Fry Blvd Sierra Vista, AZ 85635	Phone: 520-459-1235
NASA Federal Credit Union	300 E. Street, S.W., Suite Gc-21 District Of Columbia, DC 20546	301-249-1800
Nevada State Bank	1501 W Warm Springs Las Vegas, NV 89014	702-450-7372
Red Mountain Bank	5 Inverness Center Parkway Birmingham, AL 35242	205-313-8100
Regions Bank	15000 Tamiami Trl North Port, FL 34287	941-423-7111
Suntrust	1969 Northpoint Boulevard Hixson, TN 37343	423-870-4302
Webster Bank	25 Prospet St Ridgefield, CN 06877	203-431-7011
Wells Fargo	10659 Culebra Road San Antonio, TX 78251	210-856-2156
Wells Fargo Bank	3700 Hopyard Road Pleasanton, CA 94588	925-734-8881

### ***3.2 Revolving Credits***

With revolving credit, a bank allows you to continuously borrow money up to a certain credit limit. Credit cards are the perfect example of revolving credit. Credit cards provide you with a revolving loan -- or credit limit -- based on your agreement to pay at least the minimum amount due on the amount of credit you use by the payment date.

As soon as you pay for credit you have used, it becomes available again. For example, if you had a credit limit of \$500, then spent \$100; your available credit would be \$400 until you repaid the outstanding \$100, when your available credit would be \$500 again.

Business credit cards provide an opportunity to start your own business by providing required funds and benefits that could help the company become more organized and successful. For your business credit building success you need to obtain three revolving credit accounts. These accounts carry a little more weight with the reporting agencies than the Net 30 Account.

## **Tips to select business credit card for your business**

Choose the right business card:

Almost a third of your FICO Score depends on the debt you carry. The credit report lists the balance on your account when that account is reported each month by the credit card companies. You should select a business credit card that does not report your business accounts to the personal credit reporting agencies; it will help in protecting your personal credit rating.

Select a card that help you build your business credit rating:

Select a business credit card that reports to the corporate credit reporting agencies, such as D&B or Experian. It also helps to establish strong business credit references but only if it reports to credit reporting agencies.

Go for the best deal:

Be cautious for the terms and conditions that credit card companies offer because if you miss a payment or your debt gets too high, the issuer may reserve the right to raise your interest rate.

Multiple inquiries hurt your credit score:

Don't apply for various cards in a short period of time as almost every business card are likely to check your credit report when deciding whether to approve you. Multiple inquiries in a short period of time can hurt your credit score.

Comply with the business credit market requirements. It's extremely important for businesses to meet all the requirements of the credit market in order to ensure a higher likelihood of credit approval.

In the subsequent pages, we have compiled a list of vendors who provide Credit Cards.

### Starter Cards

Organization	Website	Description	Reports To
Exxon/Mobil	<a href="http://www.exxonmobil.com">www.exxonmobil.com</a>	ExxonMobil provides high-quality fuels sold worldwide. The ExxonMobil Business Card Program gives you a variety of tools designed to help you control your business. Benefits like detailed invoices, account online 24/7, and 12,000 locations nationwide.	Experian
Home Depot	<a href="http://www.homedepot.com">www.homedepot.com</a>	The Home Depot provides products and services for all your home improvement needs. The Home Depot Rewards and Business Rewards MasterCard credit cards provide card members with special incentives and rewards.	D&B, Experian, Equifax
Staples	<a href="http://www.staples.com">www.staples.com</a>	Staples is an office products mega-retailer that sells: Office Supplies and Services, Business Machines, Computers and Related Products, and Office Furniture. Online shopping and ordering available or visit a store location.	D&B and Experian
Office Depot	<a href="http://www.officedepot.com">www.officedepot.com</a>	At Office Depot you can shop office supplies, office products and office furniture at Office Depot. Paper, file folders, ink, toner and more. Huge selections and brands you trust.	D&B every 30 days
Shell Gas Card	<a href="http://www.shell.com">www.shell.com</a>	Shell is a global group of energy and petrochemical companies. A Shell Card will help you keep vehicles in shape and your expenses under control.	D&B and Experian
TSC Tractor Supply	<a href="http://www.tractorsupply.com">www.tractorsupply.com</a>	Tractor Supply Company is the largest retail farm and ranch store chain in the United States. Tractor Supply Company® Business Account: No Annual Fee, Easy to read, Itemized invoices, and Purchase Order Number Captured.	D&B and Experian



## Major Cards

Organization	Website	Description	Reports To
AMEX SimplyCash Business Card	<a href="http://www.133.americanexpress.com">www.133.americanexpress.com</a>	The American Express SimplyCash Business Card is a "simple" way for business owners to earn cash back on their purchases. Earn 5% back on business necessities like gas, wireless services and office supplies, and benefit from 1% cash back on all other purchases.	D&B, Experian, Equifax every 90 days
Advanta Platinum BusinessCard with Rewards	<a href="http://www.credit.com/products/credit_cards/advanta.jsp">www.credit.com/products/credit_cards/advanta.jsp</a>	Advanta's business focus is on helping small businesses and business professionals get the credit they deserve and the financing they need to thrive.	Experian, Equifax and D&B
Capital One Business	<a href="http://www.capitalone.com">www.capitalone.com</a>	Capital One® is a diversified financial services company offering a broad array of credit, savings and loan products to customers across the United States. No annual fee on many cards, free employee cards, and free year-end summary.	Experian and Equifax
Chase Business Cash Rewards Card	<a href="http://www.creditorweb.com/creditcards/chase-business-cash-rewards-card.html">www.creditorweb.com/creditcards/chase-business-cash-rewards-card.html</a>	Chase Business Banking offers numerous account options with easy-to-read statements. The Chase Business Cash Rewards Visa® Card turns everyday business purchases into cash back everytime you use it. Receive additional cards for employees.	Experian and Equifax
Key Bank	<a href="http://www.key.com">www.key.com</a>	KeyBank Small Business MasterCard® or the KeyBank Small Business MasterCard with Rewards you earn points redeemable for airline travel, merchandise, gift certificates and much more.	Experian, Equifax, and TransUnion
Discover Business	<a href="http://www.discovercard.com/business">www.discovercard.com/business</a>	Get the credit you deserve -- no annual fees, Rewards on all purchases, fraud protection, and other exclusive benefits for Discover Card members.	Experian and Equifax
Bank of America Business	<a href="http://www.bankofamerica.com/smallbusiness/savings-cds">www.bankofamerica.com/smallbusiness/savings-cds</a>	Bank of America, the nation's leading financial institution from checking accounts to loans and credit cards.	D&B and Experian



		Bank of America offers four small business credit cards that all come standard with the services you can expect.	
Citi Business	<a href="https://www.citicards.com">https://www.citicards.com</a>	Citibank is one of the largest full service banks in the world. Find your perfect Citi® credit card. From business to student cards, travel rewards, cash back and great online services, you'll find what you're looking	Experian and Equifax

### Office Resources

Organization	Website	Description	Reports To
Office Max	<a href="http://www.officemax.com/">www.officemax.com/</a>	Shop for office supplies, office furniture, copy paper and business technology at Office Max, the solution for small businesses and home offices.	D&B and Experian
Best Buy	<a href="http://www.bestbuy.com">www.bestbuy.com</a>	Best Buy is a great source for electronics, televisions, DVD players, home audio, car audio, computers, cameras, music, movies, software, games and more.	D&B and Experian
Amazon.com	<a href="http://www.amazon.com">www.amazon.com</a>	Online shopping from the earth's biggest selection of books, magazines, music, DVDs, videos, electronics, computers, software, apparel & accessories, shoes, and much more.	D&B, Experian, Equifax
DELL	<a href="http://www.dell.co.in">www.dell.co.in</a>	Visit Dell to buy computers and accessories for your Home or Small, Medium & Large Business. The Dell Business Credit Account is a revolving line of credit that provides an easy way to finance purchases of Dell equipment.	D&B, Experian, and Equifax

### Building - Decor

Organization	Website	Description	Reports To
Lowe's Hardware	<a href="http://www.lowes.com">www.lowes.com</a>	Shop Lowe's selection of tools, kitchen appliances, cabinets, cabinet hardware, countertops and paint. Purchase online or at your local Lowe's center.	D&B and Experian
JC Penney	<a href="http://www.jcpenney.com">www.jcpenney.com</a>	JC Penny has the largest apparel and home furnishing sites on the Internet, jcp.com, and the nation's largest general merchandise catalog business offering shoes, jewelry, apparel, home finishings, toys, and more.	D&B, Experian, TransUnion
Expo Commercial Account	<a href="http://www.expo.com/finance.aspx">www.expo.com/finance.aspx</a>	EXPO makes home design easy — and financing even easier. EXPO Design Center offers two convenient commercial credit accounts: the Commercial Revolving Charge and the Commercial Account.	D&B and Experian
Sears Commercial One	<a href="http://www.citibank.com/us/cards/srs/commercial1.jsp">www.citibank.com/us/cards/srs/commercial1.jsp</a>	Sears Commercial One® Card. Save time and money when you purchase Kenmore™ appliances, lawn tractors, Craftsman® tools and so much more for your business. The Sears Commercial One® Card comes with enhanced invoice detail, simplified expense tracking, and more.	D&B and Experian
Ikea	<a href="http://www.ikea.com">www.ikea.com</a>	Ikea offers a wide range of well-designed, functional home furnishing products at prices low enough for any budget. No annual service fees. Deferred payment plans and equal payment plans.	D&B and Equifax

## Gas-Fleet

Organization	Website	Description	Reports To
Ford Business Credit	<a href="http://www.fordcredit.com/comlend">www.fordcredit.com/comlend</a>	Whether your fleet or business is large or small, Ford Credit has financing products that are tailored to meet your needs.	Experian and Equifax
GMAC Commercial	<a href="http://www.gmaccf.com">www.gmaccf.com</a>	GMAC Financial Services offers finance and lease options to consumers through franchised General Motors dealers. The GMAC Commercial Services Group services GMAC business customers' auto finance and lease accounts.	Experian and Equifax
Sinclair Oil Gas Card	<a href="http://www.sinclairoil.com/about_sinclair.htm">www.sinclairoil.com/about_sinclair.htm</a>	Sinclair Oil Corporation has been helping western America drive with confidence for over 80 years.	D&B
Speedway Super America	<a href="http://www.speedway.com">www.speedway.com</a>	Speedway SuperAmerica LLC is a gasoline and convenience store company with approximately 1600 locations. Earn an 8% rebate on all gas and merchandise purchased at Speedway, SuperAmerica, and Rich Oil locations for the first 60 days!	D&B and Experian
Union 76 Commercial Card	<a href="http://www.drivesavvy.com/creditcards">www.drivesavvy.com/creditcards</a>	The Phillips 66-Conoco-76 Commercial Card allows you to control fuel expenses easily. You can track monthly purchases by card number and run your business more efficiently.	Experian
Chevron/Texaco Gas Card	<a href="https://www.chevrontexacocards.com">https://www.chevrontexacocards.com</a>	Chevron Business Card gives you a turn-key system to help control and monitor fuel expenses. The Business Card is accepted at thousands of Chevron and Texaco stations for gasoline, tires, batteries, and more.	D&B
Wright Express Fleet Card	<a href="http://www.wrightexpress.com">www.wrightexpress.com</a>	Wrights Express offers universal fleet cards, heavy truck cards, and universally accepted business fleet cards designed with features that support the small business, including a rewards program.	D&B and Equifax

## Major Retail

Organization	Website	Description	Reports To
Walmart	<a href="http://www.walmart.com">www.walmart.com</a>	Wal-mart has low prices for electronics, toys, home, garden, baby Products & more. Wal-mart has two cards available: The Wal-mart Discover card and the Wal-mart credit card.	Experian and Equifax
Sam's Club Business Revolving	<a href="http://www.samsclub.com">www.samsclub.com</a>	Warehouse retail chain offering office supplies, business furniture, vending items, janitorial/cleaning supplies, paper products, food service supplies, computers and more.	D&B, Experian, and Trans Union
Costco Business Account	<a href="http://www.costco.com">www.costco.com</a>	Costco Wholesale operates an international chain of membership warehouses. With your American Express Costco Business Card, you can enjoy no annual fee and no pre-set spending limit.	D&B and Experian
Neiman Marcus	<a href="http://www.neimanmarcus.com">www.neimanmarcus.com</a>	Shop fashion's top names for women, men, and kids at Neiman Marcus. Plus, check out beauty's best brands, designer jewelry, luxurious decor, and distinctive gifts for any occasion.	Experian

### ***3.3 Net 30 Accounts***

Net 30 Account is a line of credit usually extended by a vendor that has to be paid in full in 30 days. When your first Net 30 account reports your "trade line" to Dun & Bradstreet, the DUNS system will automatically activate your file and number.

You should have 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 the other vendor. Some vendors may ask you to place an initial prepaid order. If that is the case then, get the order out of the way fast and move on to having a Net 30 account opened.

You should have at least five Net 30 accounts opened and reporting. It is not important to have vendors that serve 100% of your business needs right now. If possible, pay your vendor accounts as close to Net 15 days. The quicker you pay them the better your business credit scores will be.

**Remember that you need to have at least five Net 30 accounts opened and reporting to credit reporting agencies.** In the subsequent pages, we have compiled a list of vendors who can open your Net 30 account.

### Starter Vendors

Organization	Website	Description	Reports To
Quill Office Supplies	<a href="http://www.quill.com">www.quill.com</a>	Quill sells office supplies, cleaning supplies, packing and shipping supplies, school supplies, printing supplies, and more. Quill has a wide range of discounted top name brand products ranging from filing and storage to hand held computers.	D&B
DHL	<a href="http://www.dhl.co.in">www.dhl.co.in</a>	DHL is the global market leader of the international express and logistics industry with over 220 countries and territories, DHL specializes in providing customers with innovative and customized transportation solutions from a single source.	D&B and Experian
Uline Shipping Supplies	<a href="http://www.uline.com">www.uline.com</a>	Uline is the leading distributor of Shipping, Industrial, and Packing materials, Industrial and Janitorial Products. 99.5% of Uline's orders ship the same day, with no backorders.	D&B
Gemplers	<a href="http://www.gemplers.com">www.gemplers.com</a>	Gemplers provides workwear products, footwear products, safety products, tires, shop and maintenance supplies, pest management products, crop, turf and nursery supplies, ATV, tractor and vehicle supplies.	D&B
Office Max	<a href="http://www.officemax.com">www.officemax.com</a>	Office Max offers thousands of office products and supplies. Shop for office supplies, office furniture, copy paper and business technology at OfficeMax.com, the solution for small businesses and home offices.	D&B
Project Medium Inc.	<a href="http://www.projectmedium.com">www.projectmedium.com</a>	Project Medium offers Internet Business Consulting; search engine marketing, website design, website optimization, e-commerce, content management systems, project management	D&B, Experian, and Equifax



### Vendors for Computers and Electronics

Organization	Website	Description	Reports To
AT&T Wireless	<a href="http://www.wireless.att.com">www.wireless.att.com</a>	AT&T Wireless provides Business Cell Phones, Wireless Net Cards, etc. AT&T Wireless, formerly Cingular Wireless, is the largest wireless company in the United States.	D&B
Radio Shack	<a href="http://www.radioshack.com">www.radioshack.com</a>	Radio Shack is one of the nation's most experienced and trusted consumer electronics specialty retailers providing: Computers, Phones and Radio, Batteries, Cables and Connectors, Toys and Games, and much more.	D&B and Experian
Tiger Direct	<a href="http://www.tigerdirect.com">www.tigerdirect.com</a>	Tiger Direct is an online provider for everything electronic, office and digital: Computers, Components, Communications, Camcorders, Hard Drives, Laptops, Keyboards, Plasma TV's, Power Supply, Printers, Scanners, Projectors, and much more.	D&B
Crucial Technology	<a href="http://www.crucial.com">www.crucial.com</a>	Crucial is an online source for OEM-quality memory upgrades direct from the manufacturer. They also provide Flash Cards, USB Drives, Solid State Drives, and Performance DRAM.	D&B
Nextel	<a href="http://www.nextel.com">www.nextel.com</a>	Sprint and Nextel have partnered to bring you Business Cell Phones and Wireless Devices, along with Sprints wireless network.	D&B
CompUSA Business	<a href="http://www.compusa.com">www.compusa.com</a>	CompUSA is the online source for: Computers, Electronics, PC Components and Accessories. They also provide GPS devices, printers, projectors, digital cameras, MP3 players, media, computer hardware & software.	D&B and Experian

### Vendors for Office Supplies

<b>Organization</b>	<b>Website</b>	<b>Description</b>	<b>Reports To</b>
Ace Management Group, Inc.	<a href="http://www.acemanagementgroup.com">www.acemanagementgroup.com</a>	Ace Management Group can review your expenses, issue payroll checks, tax planning and accounting services.	D&B
Exquisite Web Designs	<a href="http://www.exquisitewebdesigns.com">www.exquisitewebdesigns.com</a>	Exquisite Web Designs is a one stop shop offering an array of services to suit your online needs. Identity solutions, web design, application development and graphic design are offered to satisfy most of today's web or print based needs.	D&B and Experian
Staples	<a href="http://www.staples.com">www.staples.com</a>	Staples is an office products mega-retailer that sells Office Supplies and Services, Business Machines, Computers and Related Products, and Office Furniture. Online shopping and ordering available or visit a store location.	D&B, Experian and Equifax
Rain Agency LLC	<a href="http://www.rainagency.com">www.rainagency.com</a>	Full service multimedia ad agency. Print, web, television, direct marketing, and more.	D&B and Experian
AAA Cartridges	<a href="http://www.aacartridges.com">www.aacartridges.com</a>	AAA Cartridges distributes discounted remanufactured and compatible laser printer cartridges, copier toner, inkjet cartridges, fax film, toner cartridges, color laser cartridges, MICR toner and copier drums.	D&B

### Vendors for Building and Industrial Supplies

Organization	Website	Description	Reports To
Home Depot	<a href="http://www.homedepot.com">www.homedepot.com</a>	Home Depot is the world's largest retail provider of Home and Building Supplies. Whether remodeling your kitchen or purchasing new appliances and power tools, they have you covered shop online or at a location.	D&B
Grainger Industrial Supply	<a href="http://www.grainger.com">www.grainger.com</a>	Grainger works with more than 1,300 suppliers to provide customers with: electrical, fasteners, fleet maintenance, HVACR, hardware, janitorial, material handling, pneumatics, power tools, pumps, and much more.	D&B
Ted Thorsen	<a href="http://www.tedthorsen.com">www.tedthorsen.com</a>	Ted Thorsen, LLC is an innovative provider of Material Handling and Reusable Packaging Products for the dock and warehouse environment. From Carts and Trucks to Bins and Containers, they have it.	D&B
Orchard Supply Hardware	<a href="http://www.osh.com">www.osh.com</a>	OSH Complete hardware, housewares and garden supplies can only be shopped via their store locations across California. An OSH commercial account includes a project planning partner, volume discounts, and special order assistance.	Transunion
Sherwin Williams	<a href="http://www.sherwin-williams.com">www.sherwin-williams.com</a>	Manufacturers of coatings for plastics, metal, and wood serving the automotive, aerospace, construction, industrial, and maintenance coating sectors	D&B
Labor Ready	<a href="http://www.laborready.com">www.laborready.com</a>	Labor Ready is a leading	D&B

		multinational source of dependable labor for companies in a variety of industries. They put people to work and enable our clients to achieve greater success.	
Graybar Electric	<a href="http://www.graybar.com">www.graybar.com</a>	Graybar has just about any electrical or communications and data product, component, or related supplies. Whether it's a lighting project, switchgear upgrade, a local or wide area network, or even a half-mile of electrical conduit, Graybar has it.	D&B
Interstate Batteries	<a href="http://www.interstatebatteries.com">www.interstatebatteries.com</a>	Interstate Batteries has every battery for every need: All types of Vehicles, Cell Phones, Power Tools, Wheelchairs, Camcorders, Medical Equipment, Watches, Radios, and much more.	D&B
Aramark Wearguard	<a href="http://www.aramark-uniform.com">www.aramark-uniform.com</a>	Aramark Wearguard provides work place Uniforms, Coats, Hats, Pants, T-Shirts, Cleaning Supplies, Floor mats and much more.	D&B
Expo Commercial Account	<a href="http://www.expo.com">www.expo.com</a>	Expo is a home improvement design and supply center. Everything you need for a stunning living space. Kitchen, appliances, bath, flooring, and more.	D&B and Experian

### Vendors who are major Retail and Speciality Providers

Organization	Website	Description	Reports To
Bags and Bows	<a href="http://www.bagsandbowsonline.com">www.bagsandbowsonline.com</a>	Bags & Bows is the premier source for retail packaging supplies including shopping bags, tissue, gift wrap, ribbon and bows. They offer many exclusive designs and a vast selection of coordinating products.	D&B
Borders Books Corporate Account	<a href="http://www.bordersstores.co.uk">www.bordersstores.co.uk</a>	Borders offer the most relevant assortment of books, music and movies. Hundreds of thousands of titles to choose from and purchase online.	D&B
Mr. Art Art Supply	<a href="http://www.misterart.com">www.misterart.com</a>	MisterArt.com is a full service arts and crafts supplier for acrylic paint, easels, artist canvas, brushes, watercolors, markers and more.	D&B
Budget Corporate Account	<a href="http://www.budget.tx.co.nz">www.budget.tx.co.nz</a>	Budget Car Rentals for your small business or mid-sized company. Budget offers unique programs and services to help your company save money and time.	D&B
Cabela's	<a href="http://www.cabelas.com">www.cabelas.com</a>	Cabelas is the largest mail-order, retail and Internet outdoor outfitter in the world. Their online superstore includes Hunting, Fishing, Boating, Camping, and overall Outdoors Apparel and Gear.	Equifax
Macys	<a href="http://www.macys.com">www.macys.com</a>	Macy's corporate sales and services can help you with employee recognition, customer appreciation, company dress code programs, and special holiday and thank you gifts.	D&B



### ***STEP 3 Summary***

- To grow your company and business expansion there is always constant need of sufficient funding.
- Bank loan provides a powerful boost to building business credit fast.
- For your business credit building success you need to obtain three revolving credit accounts.
- You need to have at least five Net 30 accounts opened and reporting to credit reporting agencies.



### **Things to Remember**

- Separate your business credit from your personal credit.
- Stop providing personal guarantees on business credit.
- Create a new clean business credit profile.
- Increase your credibility with vendors.
- Increase cash flow by using credit instead of working capital.
- Have a credit profile built with the largest business credit agencies in the world.
- Increase your chances of obtaining a business loan.
- Lower your interest rate on business loans and leases.