

Version

3

July 08

BUSINESSFINANCE.COM
THE BUSINESS CREDIT BUILDING SYSTEM

Build Strong Business Credit Scores The Fastest Possible Way

Your business needs its own credit scores that are separate from you personally. Let's look at how you get that done.

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."*

Washington Mutual Bank - The Secret to a Healthy Business?

*"Having good business credit can save you money,
Lenders use business credit scores to determine the rates you pay."*

Your business needs to stand on its own for financing and it will not 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](#)



The 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 your first business bank loan that reports to the business credit agencies.

Step 5 is obtaining five vendor lines of credit that report to the agencies

Step 6 is obtaining three business credit cards that report to the 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 revenue, structuring it to build business credit.
- 2.4 - The business owners can play a key role in building business credit.
- 2.5 - Bank Visa and MasterCards that can be used as cash and that build credit.
- 2.6 - Up to \$75,000 in Comparable Credit and why it is critical to your business.
- 2.7 - How to dramatically increase your personal Fico scores in 120 days.

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

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

 **Step 5 - Vendor Credit (Net 30 Day Accounts)**

- 5.1 - The "Starter Set" of Net 30 Vendors.
- 5.2 - Vendors For Computers & Electronics.
- 5.3 - Vendors for Office Supplies, Marketing & Print.
- 5.4 - Vendors for Building & Industrial Supplies.
- 5.5 - Vendors Who Are Major Retail & Specialty Providers.
- 5.6 - A summary of your selected vendor accounts & applications.

 **Step 6 - National Revolving Credit Card Accounts**

- 6.1 - The "Starter Set" of Revolving Credit Accounts.
- 6.2 - Revolving Accounts for Major Credit Card Providers.
- 6.3 - Revolving Accounts for Office Resources & Supplies.
- 6.4 - Revolving Accounts for Building & Decor Supplies.
- 6.5 - Revolving Accounts for Gas Stations & Fleet Management.
- 6.6 - Revolving Accounts for Major Retail & Specialty Providers.
- 6.7 - A summary of your selected revolving credit card accounts & applications.



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. 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. To do that [Click here](#).

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. If you want to insure that this important search is done correctly we recommend that you use a professional service and to do that [Click Here](#).

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. To perform a search [Click Here](#). 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 using the above link.

For the rest of Step 1 which is:

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.

Your business must have its own business credit scores. For a low one-time fee, that is good for the life of your business, our Business Credit Building System helps you build strong business credit scores only 120 days. Get it done at BusinessFinanceCoach.com

Step 2 - Your Business 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 revenue, structuring it to build business credit.
- 2.4 - The business owners can play a key role in building business credit.
- 2.5 - Bank Visa and MasterCard that can be used as cash and that build credit.
- 2.6 - Up to \$75,000 in Comparable Credit and why it is critical to your business.
- 2.7 - How to dramatically increase your personal Fico scores in 120 days.

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, **The 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 2.1 - 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.

For the rest of Step 2 which is:

- 2.2 - Identifying the business assets and availability for credit use.
- 2.3 - The business revenue, structuring it to build business credit.
- 2.4 - The business owners can play a key role in building business credit.
- 2.5 - Bank Visa and MasterCards that can be used as cash and that build credit.
- 2.6 - Up to \$75,000 in Comparable Credit and why it is critical to your business.
- 2.7 - How to dramatically increase your personal Fico scores.

Your business must have its own business credit scores. For a low one-time fee, that is good for the life of your business, our Business Credit Building System helps you build strong business credit scores only 120 days. Get it done at BusinessFinanceCoach.com

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 this Step, 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 and landlords use them to approve office leases. Experian is used by many credit card companies and none 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, such as Dun & Bradstreet claims that you must pay them somewhere from \$299 to \$799 or your business file will never be opened. That is simply not true. 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 this Step 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.

Personal credit scores range from 300 to 850 with scores of 720+ being considered excellent. That should be your goal for personal credit. Business credit scores range from 0 to 100 with scores of 75+ being strong. Our goal for your business is strong business credit and our Business Credit Building System has made that happen for thousands of businesses before yours. Now let's make it happen for yours too.

With this free workbook you are going to have to research how to get Step 3 completed and get set up with all three national business credit reporting agencies on your own.

Your business must have its own business credit scores. For a low one-time fee, that is good for the life of your business, our Business Credit Building System helps you build strong business credit scores only 120 days. Get it done at BusinessFinanceCoach.com

Step

4

Step 4 - Bank Credit

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

Getting "Bank Credit" makes your business appear more credible in the eyes of many lenders. In this Step, 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.

As part of Bank Credit we will be looking at the following:

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

Business Cash - These are some 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 and how to obtain it.

Which Banks - This is a listing of banks that our members have reported as successfully doing to one bank loan program.

With this free workbook you are going to have to research how to get Step 4 completed and obtain one Bank Loan that reports to the national agencies on your own.

With this free workbook you are going to have to research how to get Step 4 completed and obtain one bank loan that reports to the national agencies on your own. For a low one-time fee at BusinessFinanceCoach.com we show you exactly how to do it.



Step 5 - Vendor Credit (Net 30 Day Accounts)

- 5.1 - The "Starter Set" of Net 30 Vendors.
- 5.2 - Vendors For Computers & Electronics.
- 5.3 - Vendors for Office Supplies, Marketing & Print.
- 5.4 - Vendors for Building & Industrial Supplies.
- 5.5 - Vendors Who Are Major Retail & Specialty Providers.
- 5.6 - 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're set-up on Net 30 terms and were to purchase \$300 worth of goods today, then that \$300 is due within the next 30 days. Pay in on time and they report a good payment history.

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 these 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 whenever possible.
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. Well, the credit reporting cycles are the main reason why.

With this free workbook you are going to have to research how to get Step 5 completed and obtain five vendor lines of credit that report to the national agencies on your own. For a low one-time fee at BusinessFinanceCoach.com we show you exactly how to do it.



Step 6 - National Revolving Credit Accounts

- 6.1 - The "Starter Set" of Revolving Credit Accounts.
- 6.2 - Revolving Accounts for Major Credit Card Providers.
- 6.3 - Revolving Accounts for Office Resources & Supplies.
- 6.4 - Revolving Accounts for Building & Decor Supplies.
- 6.5 - Revolving Accounts for Gas Stations & Fleet Management.
- 6.6 - Revolving Accounts for Major Retail & Specialty Providers.
- 6.7 - A summary of your selected revolving credit card accounts & applications.

Having three (3) Revolving Credit Card accounts are a key part of building business credit.

For your business credit building success you need to obtain three (3) revolving credit accounts. These accounts report to the business credit agencies in different ways and carry more weight than the vendor credit that you selected in Step 5.

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 5 there is no point in starting this Step.

Why? Because you will probably 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, but do not be too concerned with finding products and services that perfectly meet the unique needs of your business.

Remember, the goal here is to open three (3) accounts that your business qualifies for in order to build business credit.

With this free workbook you are going to have to research how to get Step 5 completed and obtain three (3) business credit cards that report to the national agencies on your own.

For a low one-time fee, that is good for the life of your business, our Business Credit Building System at BusinessFinanceCoach.com shows you exactly how to do it fast.

Get the Help You Need to Get it Done Fast

We have spent years researching how to build strong business credit scores the fastest possible way with EquiFax, D&B and Experian.



For a low one-time fee we show you:

How to get set up with all three national business credit reporting agencies without paying hundreds of dollars to do so.

How to get your first business bank loan that reports to the business credit agencies and which banks will approve your business.

How to obtain five vendor lines of credit that report to the business agencies and have hundreds of vendors to select from.

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.

At BusinessFinanceCoach.com we help your business build strong business credit scores the fastest possible way. We guarantee it.

You can even get a Free Consultation before you enroll, so let's get started!