



FICO Credit Scoring is Changing in 2009

Fair Issac Corporation is debuting its new and improved FICO credit scoring called **FICO 08**. The new score is supposed to do a better job of predicting borrower defaults, be more forgiving of one-time slipups and take a harder line on repeat offenders. The score, which will still range from 300 to 850 -- the higher, the better -- is fine-tuned to do a deeper analysis of subprime borrowers or those with "thin" or young credit histories, according to Fair Isaac. More consumers with accounts in good standing should also see their scores increase slightly, says Tom Quinn, vice president of global scoring solutions at Fair Isaac. Overall, Fair Isaac predicts FICO 08 will improve the accuracy of lending decisions by as much as 15%.

Last month we mentioned that lenders across the industry have tightened credit approval guidelines for Physicians by placing a greater emphasis' on business practice credit (Dun & Bradstreet, Paynet and Experian Business Credit Reports). With this new emphasis on business credit and the new changes to FICO scores it is more important than ever to work with a company that is both a lender and a credit consultant all rolled up into one.

Affinity One Healthcare Finance Consultants analyzes both business and personal credit reports upon receiving a credit application ensuring we have your client's full credit history. This step takes less than five minutes and we will know with 98% certainty if your client will be approved. If a credit problem is identified we work with the client to get it corrected (if possible) so it will be approved and we contact you immediately to update you of the situation.

It has always been our standard practice to consult with a client on any problems with their credit prior to submitting for approval. By fixing the clients credit before submission we are able avoid unnecessary declines and get a better lease rate for them. **Affinity realizes by consistently doing the basics we will achieve for you one more approval per month or quarter, an it is this commitment to excellence, which may allow you to achieve your annual sales quota or even make you Sales Representative Of The Year.**

Medical Distributor **\$450,000.00**

This company has the rights to distribute a new medical product and needed capital to purchase and market their new product. Affinity One worked with this company and D&B on their business credit report making sure it was correct and up-to-date. Ensuring they got the financing they needed.

Ophthalmologist **\$175,000**

The Ophthalmologist opened a brand new practice and needed a lease for his equipment purchase. We put him on the "Road to Success" by having him fix a few minor (but declinable) issues on his personal credit report. The doctor just opened his new practice last month and a very satisfied customer.

Application only Finance Guidelines

TIME LICENSED	0 - 2 Years	2 - 5 Years	5 + Years
Medical Doctors	\$125,000	\$175,000	\$225,000
Optometrists	\$100,000	\$150,000	\$175,000
Other Medical	\$35,000	\$100,000	\$100,000