

# Income Insight<sup>SM</sup> and Income Insight W2<sup>SM</sup>

Gain added transparency  
into the credit capacity of  
your customers



In today's financial market, it is critical to have a comprehensive view of your customers' ability to pay. Understanding an individual's income levels and debt obligations allows you to make more informed decisions around their credit capacity. Experian's Income Insight<sup>SM</sup> income estimation models can help you better understand the risk profile of your customers and enhance your underwriting and risk-assessment process.

#### Efficient, real-time income validation

Income Insight and Income Insight W2<sup>SM</sup> are tri-bureau-capable income estimation models built on bureau-exclusive predictors and verified income data.

Ideal for credit issuers, Income Insight and Income Insight W2 support lenders' ability to comply with recent regulations while providing a reliable, real-time income estimation tool. Both models use credit attributes, not demographic factors, and therefore comply with the Fair Credit Reporting Act and the Equal Credit Opportunity Act.

#### Consumer protection

Results are instant and may be provided online with a credit report or in batch with other reports. No consumer interaction is required. These models provide an alternative to consumer-stated income to ensure that consumers' privacy is protected

at all times. With Experian's Income Insight models, lenders can assess individuals' income in a seamless manner.

#### Two options to choose from

**Income Insight** provides a comprehensive measurement of total income, including wages, rent, alimony and investments. This enhances the ability to assess a customer's complete financial picture and improves decision making by providing in-depth insight into a customer's overall ability to pay.

**Income Insight W2** estimates the wage income of a consumer. Having this added level of transparency when validating a customer's self-reported wages helps you streamline your underwriting process by eliminating the need for costly and time-consuming income verification.

### Uses and applications

Versatile, intuitive and easy-to-use, the Income Insight models may be deployed in a variety of ways when it is essential to determine an individual's ability to meet financial obligations:

#### Prospecting

- Establishing criteria and cutoffs for prospects in various income ranges to target those customers with the greater income and debt capacity

#### Acquisitions

- As a best practice for validating stated income
- Setting line assignments for approved borrowers

#### Account management

- Creating stronger risk-management segmentation by effectively identifying prime creditworthy accounts
- Offering line increases to those with the greatest ability to take on additional debt

#### Collections

- Developing more accurate and appropriate repayment plans utilizing a consumer's income as input
- Calculating settlement offers based on the consumer's income so money is not left on the table

### Determine overall creditworthiness

As companion tools to the Income Insight models, Debt-to-Income Insight<sup>SM</sup> and Debt-to-Income Insight W2<sup>SM</sup> provide an all-in-one assessment of a customer's capacity to take on additional debt. These models leverage the predictive power of the Income Insight models and Experian's market-leading Premier Attributes<sup>SM</sup> to create a debt-to-income ratio based on a consumer's outstanding debt obligations from their credit report compared to their estimated income.

### Customizable to your specific needs

Knowing a customer's debt-to-income ratio is critical to your ability to make profitable decisions. With Debt-to-Income Insight, you have the power to select the debt obligations used in the models. Options include all debt, first mortgage debt and all mortgage debt.

### No adverse action permitted

Though all Income Insight and Debt-to-Income Insight models are powerful decision-support tools, adverse actions based on their results, such as declining applications, lowering requested loan amounts, closing accounts or imposing less-desirable terms, are prohibited.

To find out more about our Income Insight or Debt-to-Income Insight models, contact your local Experian sales representative or call 1 888 414 1120.