

BUILD YOUR BUSINESS CREDIT

in 6 short months

BUILD BUSINESS CREDIT
WITHOUT YOUR SSN.



Build Your

CREDIBILITY

A business starts building a brand new credit profile much the same as a consumer does. The business starts with no credit profile and must be established. The business gets approved for new credit that reports to the business credit reporting agencies. The business uses the credit and pays the bill timely. A positive business credit profile is established. As the business continues using the credit and pays bills timely it will qualify for more credit.

The perception lenders, vendors, and creditors have of your business is critical to your ability to build strong business credit. Before applying for business credit a business must insure it meets or exceeds all lender credibility standards. ***There are over 20 credibility points*** that are necessary for a business to have a strong, credible foundation.

In this guide we will discuss some of the main points you need to focus on that the majority of credit providers look at before approving you for new credit and financing.

Establishing

CREDIBILITY

Business Name - It is very important that you use your exact business legal name. Your full business name should include any recorded DBA filing you will be using. Insure your business name is exactly the same on your corporation papers, licenses, and bank statements.

Setup Your EIN - Whether you have employees or not, your business entity must have a Federal Tax ID number (EIN). Just like you have a Social Security Number, your business has an EIN. Your Tax ID number is used to open your bank account and to build your business credit profile. Take the time to verify that all agencies, banks, and trade credit vendors have your business listed with the same Tax ID number.

Business Address - Business Address must be a real brick-and-mortar building, deliverable physical address, cannot be a home address, cannot be a PO Box and cannot be a UPS address. Some lenders will not approve and fund unless this criteria is met.

Business Phones - You must have a dedicated business phone number that is listed with 411 directory assistance, under the business name. Lenders, vendors, creditors, and even insurance providers will verify that your business is listed with 411. A toll-free number will give your business credibility, but you must have a LOCAL business number for the listing with 411 directory assistance.

Lenders perceive 800 Number or toll-free phone numbers as a sign of business credibility. Even if you're a single owner with a home-based business, a toll-free number provides the perception that you are an even bigger company.

It's incredibly easy and inexpensive to set-up a virtual local phone number or a toll free 800 number. A cell or home phone number as your main business line could get you "flagged" as an unestablished business that is too high of a risk. DON'T give a personal cell phone or residential phone as the business phone number. You can forward a virtual number to any cell or land-line phone number.

Business Fax- Lenders perceive a credible business as one with a fax number. As a business you will need a fax number to receive important documents, you will also need it to fax in some of your credit applications. You can setup an e-fax that goes directly to your email.

Business Website - Credit providers will research your company on the internet. It is best if they learned everything directly from your company website. Not having a company website will severely hurt your chances of obtaining business credit. There are many places online that offer affordable business websites so you can have an internet presence that displays an overview of your company's services and contact information.

Business Email - It is important to get a company email address for your business. It's not only professional, but greatly helps your chances of getting the thumbs up from a credit provider. Setting up a business email address is just too easy and inexpensive to neglect.

Business Licenses - One of the most common mistakes when building credit for your company is nonmatching business addresses on your business licenses. Even worse is not having the "required" licenses for your type of business to operate legally. You will need to contact the State, County, and City Government offices to see if there are any required licenses and permits to operate your type of business.

State business filings, county license and/or permit filings, and city license and/or permit filings listed correctly. IRS filings listed correctly. Take the time to verify that main agencies (State, IRS, Bank, and 411 national directory) have your business listed the same way and with your Exact Legal Name. Also take the time to ensure every bill you get (power bill, phone bill, landlord, etc.) has the business name listed correctly and comes to the business address.

Business Credit

CHECKLIST

- Business Name:** Must use full legal name including DBAs and it must match the name exactly as listed on the corporation records
- Business Licenses:** You must have proper licensing as required for your industry and your state
- Federal EIN:** Your Employer Identification number filing must match your state filing exactly.
- Physical Address:** The business needs its own physical address, do not use a home address, P.O. box, or UPS box.
- Separate Business Phone:** Your business must have its own phone number that is a real business or VOIP number not a mobile or home phone.
- 411 Directory:** Business phone number must be listed with 411 under the exact business name you are using on your application.
- Business Fax:** You must have a business fax number and use that on the application when applying.
- Business Website:** You will need a professional business website that properly reflects your brand.
- Professional Email:** You must have a professional business email address not an AOL, or Gmail type email.
- Public Records:** There can be no liens, judgments, or pending lawsuits against the business.

REPORTS

For you to successfully build your business credit you should have access to some, if not all, of your business credit reports. In doing so you can watch your credit building in real-time, and you can see when new accounts/payment experiences report prompting you to move to the next building stage such as getting store or cash credit. Make sure you follow these steps to obtain your business credit reports:

Get your DUNS Number from Dun & Bradstreet (D&B) by [Clicking Here](#). Almost every credit issuer will ask for your DUNS number on the application, so getting this setup is the first and most important step... and it's FREE to do

Get access to your D&B business credit reports by [Clicking Here](#).

D&B is the biggest of the three major business reporting agencies, so you should get setup with them above all others.

Get access to your Experian business credit reports by [Clicking Here](#).

Experian is the second most popular reporting agency, it's not essential to get your monitoring setup with them but considering many creditors do report to them, it's a good idea.

Get access to your Equifax business credit reports by [Clicking Here](#).

Very few creditors report to Equifax Business. This makes them even more valuable as having an established credit profile with Equifax is something most businesses don't accomplish, and when you do it makes you stand out and helps you get more credit with higher credit limits. You can enroll with Equifax to see what's on your business credit reports, monitor your business credit building in real time, and even to obtain reports for other companies including those of your prospects and clients.

GET APPROVED

VENDOR CREDIT

Almost all business credit profiles get started with vendor credit. This is credit offered by vendors to business owners that reports to the business credit reporting agencies. It's important to note that over 90% of trade credit, or vendor credit, reports to the reporting agencies. So it's essential that you verify with the source that they do report before applying. Here's a checklist of what you'll need to get approved for initial vendor credit:

1. Locate 3-5 vendors who do report to the business credit reporting agencies, preferably ones that report to either D&B or Experian.
2. **Apply for vendor credit with them without supplying your SSN.** Many will ask for this, but if you have some credit established or buy products initially from them, in most cases you can get approved without supplying your SSN.
3. Purchase their products, or submit a few orders first through the source paying out-of-pocket first, then keep trying to apply for their vendor credit line. Some sources will give you 30 day net terms if you just buy their product, others might not approve you until you've submitted three orders with them and paid out-of-pocket first.
4. Use your newly approved credit to buy items from that vendor for \$50 or more.
5. Pay your bill timely, preferably early. Your business credit scores look mostly at how you pay the bill, early or late. The earlier in a billing cycle you pay the bill, the higher your scores will be. So make sure that you pay your bills as soon as your bill is received.
6. Check your business credit reports to insure your new accounts are reporting. D&B claims this can take between 1-3 reporting cycles, or 30-90 days. So monitor your reports until you verify your new items are reported.
7. Establish three payment experiences. A payment experience is the reporting of an account to one reporting agency. So if your new account reports to two agencies, which would qualify as two payment experiences.

NOTE: You'll need a total of five reported payment experiences to start getting approved for store credit.

GET APPROVED

STORE CREDIT

One of the biggest benefits of business credit is that you can use it to get approved for real revolving credit at most major stores. Best Buy, Amazon, Walmart, Target, Staples, and most other major retailers all offer business credit that's linked to your EIN not your SSN.

To get approved you'll first need to have an established business credit profile and score. This is why you took the prior step and established your vendor accounts. Once you've done this, you'll have reported payment experiences, have an established score, and an established profile you can use to start to get revolving business credit. Here's your checklist of what you'll need to start to secure revolving store credit:

1. Ensure you have five payment experiences reporting to the business credit reporting agencies.
2. Ensure you have an established business credit profile and score with at least D&B and Experian.
3. Locate the stores you want to apply for credit with.
4. Contact them by phone, or check their website, and find out how to apply to get credit for your business.
5. Do research, even ask each source if they know what's needed or required for approval. Many will require that you have an established business credit profile and good score for approval, which you did in the prior step.
6. Complete the store credit business application, and leave your SSN off of the application. Please note, ALL applications will ask for your SSN. But with established business credit they'll pull your EIN credit instead, and if it meets their requirements then they'll approve you anyways... without your SSN even being supplied, which means there is no personal credit check.
7. Purchase their products using your newly established business credit accounts.
8. Pay your bill timely, preferably early. Remember, your business credit scores look mostly at how you pay the bill, early or late.
9. Monitor your business credit reports to ensure your new accounts are reporting. D&B claims this can take between 1-3 reporting cycles, or 30-90 days.
10. Establish a total of 10 payment experiences, including vendor and revolving credit. Remember, a payment experience is the reporting of an account to one reporting agency. So if your new account reports to two agencies, which would qualify as two payment experiences.

You'll need a total of 10 reported payment experiences to start getting approved for cash credit

GET APPROVED

CASH CREDIT

One of the main goals of establishing business credit is that once established you can use it to get cash credit such as Visa, MasterCard, Discover, and AMEX accounts. Once you've followed the proper building steps it's common to be able to secure \$5,000, \$10,000, or even higher individual credit cards for your business, cards you can use mostly anywhere.

Here's your checklist of what you'll need to start to secure revolving cash credit:

1. Insure you have 10 payment experiences reporting to the business credit reporting agencies.
2. Insure that at least one of your reported accounts has a high limit of at least \$10,000.
3. Insure you have an established business credit profile and score with at least D&B and Experian.
4. Locate the cash credit you want to apply for credit with. These types of accounts aren't readily available, so you'll need to do some research to find out who can give you cash credit for your EIN that's not linked to your SSN.
5. Contact them by phone, or check their website, and find out how to apply for each source to get credit for your business.
6. Do research, even ask each source if they know what's needed or required for approval. Many will require that you have an established business credit profile and good score for approval with 10 reported payment experiences and at least one account with a limit of \$10,000 or higher for approval.
7. Complete the cash credit business application, and leave your SSN off of the application. Please note, ALL applications will ask for your SSN. But with established business credit they'll pull your EIN credit instead, and if it meets their requirements then they'll approve you anyways... without your SSN even being supplied, which means there is no personal credit check.
8. Use your new credit to purchase wanted or needed items for your business.
9. Pay your bill timely, preferably early. Remember, your business credit scores look mostly at how you pay the bill, early or late. The earlier in a billing cycle you pay the bill, the higher your scores will be. So make sure that you pay your bills as soon as your bill is received.
10. Check your business credit reports to insure your new accounts are reporting. D&B claims this can take between 1-3 reporting cycles, or 30-90 days. So monitor your reports until you verify your new items are reported.

HAVE QUESTIONS



Schedule a Consultation

[Click Here](#) to setup your consultation with a team member to talk more about working on building your business credit, and getting financing for your business.