



# CREDIT IN A NEW COUNTRY:

A GUIDE TO CREDIT IN THE UNITED STATES



Consolidated Credit Counseling Services, Inc.  
5701 West Sunrise Boulevard  
Fort Lauderdale, FL 33313  
1-800-210-3481  
[www.ConsolidatedCredit.org](http://www.ConsolidatedCredit.org)

*Congratulations on taking this important step to a brighter financial future. Consolidated Credit Counseling Services, Inc. has been helping Americans across the country solve their credit and debt problems for more than a decade.*

*Our Educational Team has created over forty publications to help you improve your personal finances; and many available in Spanish. By logging on to **www.ConsolidatedCredit.org** you can access all of our publications free of charge. We have the tools to help you become debt free, use your money wisely, plan for the future, and build wealth. The topics Consolidated Credit addresses range from identity theft and building a better credit rating to how to buy a home and pay for college. On our web site you will also find interactive credit courses, a “Best of the Web” debt calculator, a personalized budgeting tool, and much more.*

*We are dedicated to personal financial literacy and providing a debt-free life for Americans. If you are overburdened by high interest rate credit card debt, then I invite you to speak with one of our certified counselors free of charge by calling **1-800-210-3481** for free professional advice. We also have partnership programs available where groups, businesses and communities can hold financial workshops and received free money management guides and workbooks like the one you are reading now. Please call **1-800-210-3481** if you would like to discuss pursuing a personal financial literacy program. Text JOIN to 71610 and receive financial tips, free money advice, and much more!*

Sincerely,



Gary S. Herman

President

Consolidated Credit Counseling Services, Inc.

Establishing good credit is often frustrating for those who are new to this country and don't understand how the system works. Establishing credit is a critical component for financial survival. For instance, if you do not have a credit history you will not be able to have your electric or telephone turned on in your home in many states unless you pay a hefty deposit. If you are not careful, you may fall for credit scams that can cost consumers a lot of money. This publication is designed to help you understand how credit works, how to get credit, and avoid expensive traps.

### **An Overview**

Credit allows you to:

- Buy now, and pay for the item later
- Make large purchases and pay for them over time
- Build a good credit rating if you pay your bills on time

### **There are two main types of credit:**

Installment loans let you borrow a fixed amount and pay it back in fixed monthly payments. A good example is a car loan, where you will borrow enough to buy the car and then pay it back over two to five years.

Revolving accounts or “lines of credit” give you a certain amount you can borrow against (your “credit limit”). You can usually

then pay the balance off in full or make smaller minimum payments. A good example of a revolving account is a credit card.

*Warning! The minimum required payments on most credit cards is so small that even a balance of \$500 -- \$1000 can take years to pay off if you only make the minimum payment each month.*

Some loans are secured which means you pledge collateral the lender can “repossess,” or take back, if you don’t pay the loan as agreed. Most car loans and home loans are secured loans. Other loans, especially credit cards, are unsecured, which means there is no collateral for the loan. Unsecured loans can be harder to get because there is nothing to back up the loan, other than your promise to pay.

### **Getting Approved**

One of the reasons credit is so widely available in the United States is because we have a strong credit reporting system. Credit reporting agencies (also known as “credit bureaus”) are companies that collect information about how consumers pay their bills, and sell that information as credit reports to businesses that may use them for credit, insurance, or

employment purposes.

Credit reports contain four basic categories of information, including personal information (name, current and previous addresses, Social Security Number), account information (credit accounts you’ve held, the most you’ve borrowed, the current balance and whether you’ve paid on time), public record information (bankruptcy, court judgments or tax liens) and inquiries (the names of companies that have looked at your credit rating in the past two years).

### **Equal Credit Opportunity Act**

*Under a federal law called the Equal Credit Opportunity Act, creditors cannot discriminate against you because of your age, gender, marital status, race, or country of national origin.*

### **Types of accounts typically included in a credit report include:**

- Credit cards
- Department store cards
- Gas company cards
- Bank loans
- Auto loans and auto leases
- Recreational vehicle loans

- Mortgages
- Consumer finance company accounts
- Credit union credit cards or loans

**Types of accounts that traditionally do not appear on a standard credit report:**

- Rent payments
- Rent-to-own accounts
- Payday loans or loans from check cashing outlets
- Checking account information
- Accounts with smaller lenders
- Debit cards

Some creditors will only report your account if you are late on your payments, but not if you pay on time. Cellular phone companies are a good example of this. They generally only report accounts that have not been paid and have been turned over to collection agencies. The same is true of most medical providers. Since companies are not required to report information to credit reporting agencies, not all do. Some will report to one or more major credit reporting agencies, but not all three of them.

When you are establishing credit, your goal should be to get accounts that will be reported each month to all three of the major credit bureaus. Be sure to pay each bill on time or you may risk a late payment on your credit report. Late payments

stay on your report for seven years and make it more difficult to get credit at good rates and terms.

**It's In The Numbers**

When you go into many retail stores in the U.S., you may be offered an opportunity to apply for a credit card “instantly.” How is it that companies can offer credit on the spot? It's because they use credit scores that predict how likely someone is to pay their bills in the future.

Most credit scores are created by a company called Fair Isaac, which creates what are called “FICO” credit scores. To create a credit score, information in credit reports, account histories, or credit applications is evaluated to find out what consumers who pay their bills on time have in common and then they are assigned a number, and that is their credit score.

According to Fair Isaac, the factors that make up your credit score fall into five main categories:

Payment history	35%
Amounts you owe	30%
Length of credit history	15%
New credit	10%
Type of credit in use	10%

The most important factors in a score are your **payment history** and the **amounts you owe**. If you have few or no credit accounts that have been reported to the credit reporting agencies then you may have no credit score, or your score may be low due to little credit experience.

Credit scores usually fall between 350 and 850. A score below 650 is usually considered quite low (risky) and therefore it will be difficult to get credit at the most favorable terms. A score of 650 – 680 is still risky but credit is generally available at less favorable terms. A score of 680 – 720 is better, while a score of 720 and above is usually considered very good. Keep in mind that every creditor has its own policies, and each one may look at the same score differently.

Keep in mind that your credit score can be different, depending on which of the three major credit bureaus supplied the information used to create it, what kind of loan is being considered, and what formula each lender uses.

*Note: Even though Equifax operates in Canada and Experian in England, the foreign credit reporting agencies do not share files with the U.S. You must establish your own credit history here.*

## Getting Started

Millions of Americans don't have credit histories because they haven't established credit with traditional lenders. These consumers may rent their homes or apartments, use check-cashing outlets for payday loans, or buy their furniture and appliances from rent-to-own stores. There are efforts underway to give these consumers some "credit" for paying those kinds of bills on time.

First, Fair Isaac Co., creator of the popular FICO scores (see below) has developed a new credit score based on information from companies that don't traditionally report to credit reporting agencies. If you haven't established a credit history with the three major credit bureaus, some lenders will be able to access one of these non-traditional FICO scores. At this time, it is not yet widely used but likely will be in the future.

Another new credit-reporting agency, Pay Rent Build Credit ([www.PRBC.com](http://www.PRBC.com)) also gathers information about non-traditional credit transactions. PRBC is the first organization ever to help consumers build an accurate bill payment history with rental, utility, and other recurring bill payments. Building your credit history through PRBC is free. Simply visit the website to enroll and learn how to create your credit history.

## Getting Your First Credit

To get your first credit card, you may need the following:

- Valid Social Security number or Tax Identification number (see below)
- Proof of your address, such as a copy of a utility bill in your name
- Proof of income such as a copy of recent pay stubs or W-2s
- A checking and/or savings account in your name

Every creditor has different requirements, so be sure to ask about the lender's minimum requirements before you apply.

### Students

- Creditors are prohibited from providing credit to consumers under age 18 (unless they are emancipated under state law, or the consumer's parent or legal guardian is designated as the primary account holder).
- Creditors are prohibited from opening a credit card account for any college student who does not have any verifiable annual gross income or already maintains a credit card account with that creditor, or any of its affiliates.
- For college students who do not have a co-signer, the maximum amount of credit extended will be limited to the greater of 20 percent of the student's annual gross income or

\$500 dollars. The aggregate amount of credit extended from all of their credit cards will be limited to 30 percent of the student's annual gross income (for the recently completed calendar year).

### Social Security numbers

Generally, to get a major credit card or other loans, you will need a valid Social Security number first. You can get a Social Security number from the Social Security Administration ([www.SSA.gov](http://www.SSA.gov)) by filling out form SS-5. You can also visit a local Social Security office. You can usually get a Social Security number as long as you are eligible to work in the U.S.

If you are not eligible for a Social Security number, you may instead want to apply for a Taxpayer Identification Number (TIN) through the Internal Revenue Service (IRS). Visit [www.IRS.gov](http://www.IRS.gov) or contact your local IRS office.

### Secured Credit Cards

One of the fastest ways to get a credit card and establish a credit history can be a secured credit card. With a secured card, you place a deposit with the issuing institution. You will get a MasterCard or Visa card with a credit line that is usually equal to your deposit. You can use the card anywhere that MasterCard or Visa cards are accepted. Ideally, you should choose a secured card that reports your monthly payment history to all three major credit-reporting agencies. Visit [www.BankRate.com](http://www.BankRate.com) or [www.CardRatings.com](http://www.CardRatings.com) for a list of secured credit cards.

## **Mortgages**

It is possible to get a mortgage even if you don't have an established credit history. To learn how to buy a home for the first time, review our publication *Mortgages*, available free at [www.ConsolidatedCredit.org](http://www.ConsolidatedCredit.org).

## **Traps and Scams to Avoid**

**Advance Fee Loan Scams:** You should not have to pay a fee in advance to get a loan. The Federal Trade Commission reports that in one year nearly 4.5 million consumers paid advance fees but did not receive the promised loan or card. For more information on advance fee loan scams, or to report one, visit the Federal Trade Commission's website at [www.ftc.gov](http://www.ftc.gov) (click on "consumer" then on "credit.")

**Guaranteed Unsecured Credit Cards:** Be very suspicious of cards that guarantee you that you will be approved. These come-ons usually fall into one of two categories.

1. Cards that may sound like major credit cards, but can only be used to buy merchandise from the companies' catalog. These cards usually are not very helpful in establishing credit. In addition, the merchandise may require large down payments, and be overpriced.
2. Cards that are major credit cards but carry very high fees. You may get a starting credit line of \$300, for example,

but the fees on the first bill may total \$250 or more, leaving you with very little available credit. Unlike a secured card, where your deposit will be returned if you pay your bills, you will never get those fees back.

**Payday Loans:** Check cashing outlets will allow you to borrow against your next paycheck, for a fee. The fees on these short-term loans are so high, however, that the effective interest rate can be over 400%! In addition, if you cannot pay back the loan in full with the next paycheck it will be rolled over to the next, and you may end up in a vicious cycle where you are unable to ever pay off the loan.

## **Tips for Smart Credit Use**

- Don't pay interest on items you don't really need, or for things that will be gone by the time you get your bill. Otherwise, it's the opposite of getting a bargain – it is like buying that item marked up instead of marked down!
- Read your credit card agreements and the correspondence you get from issuers. There may be important information in them. For example, credit card issuers can generally change your interest rate with only 15 days written notice – even on a card with a fixed rate.

- Always mail your payments for your credit cards at least 5 business days before the due date. Most credit card companies have steep late payment penalties. In addition, your interest rate on new purchases as well as any current balance may be raised to a very high rate if you are late.

- If you pay your debts late, a late payment will likely be reported to the major credit bureaus and will stay on your credit report for seven years. Your other credit card issuers may raise your interest rates if they see you are falling behind on other accounts.

- Call the credit card company if you can't make a monthly payment on time. Ask them about alternative payment arrangements that won't damage your credit or raise your interest rate. A credit counseling agency like Consolidated Credit Counseling Services Inc. can help you work out a payment plan with your creditors if you are having trouble keeping up.

- Notify your credit card issuer 30 days before you move, and don't assume that just because you didn't get a bill you don't have to pay it. If a bill doesn't arrive, call your card issuer or lender immediately.

- Try to pay off your total balance each month. Just paying the minimum is a trap. If you pay just the minimum of a \$1,000

debt on a card with an 18% interest rate, it will take you more than 12 years to repay.

- Aim to keep your debt payments at less than 10% of your income after taxes. If you take home \$750 a month, for example, spend no more than \$75 a month on credit.

## **RESOURCES**

To Order Credit Reports Contact Each Of the Following Credit Bureaus or by going to [www.annualcreditreport.com](http://www.annualcreditreport.com):

Equifax Corporation  
PO Box 740241  
Atlanta, GA 30374  
(888) 766-0008  
[www.equifax.com](http://www.equifax.com)

Experian  
PO Box 2002  
Allen, TX 75013  
(888) 397-3742  
[www.experian.com](http://www.experian.com)

TransUnion  
PO Box 1000  
Chester, PA 19022  
(800) 888-4213  
[www.transunion.com](http://www.transunion.com)





## About Consolidated Credit Counseling Services, Inc.

Consolidated Credit Counseling Services, Inc. is a consumer oriented, public education organization. We are an industry leader in providing credit counseling and debt management services throughout the United States.

Our mission is to assist individuals and families end financial crises and help them solve money management problems through education, motivation, and professional counseling.

We are dedicated to empowering consumers through educational programs that will influence them to refrain from overspending and abusing credit cards, as well as to encourage them to save and invest. We sponsor local free seminars that are also available to any group or organization that requests our educational services.

Our professionally trained counselors have assisted thousands of families across the United States. Regardless of whether your financial problems are due to the purchase of a new home, birth of a child, major illness, or any other circumstance, we can help.

Our organization is funded primarily through voluntary contributions from participating creditors. Our programs are designed to save our clients money and liquidate debts at an excellent rate.

Consolidated Credit Counseling Services, Inc. is a member of the Better Business Bureau, the United States Chamber of Commerce, the Greater Fort Lauderdale Chamber of Commerce, and the Association of Independent Consumer Credit Counseling Agencies.

# Now you can find **FREEDOM FROM DEBT!**

Consolidated Credit Counseling Services, a nationally recognized organization, will provide you with professional financial education, counseling and resources.

In addition, you can benefit from customized Debt Management Programs, which incorporate a bill consolidation plan to help you regain your financial freedom.



**Our professionally trained  
Certified Public Accountants  
will negotiate directly with  
your creditors to:**

- Reduce or even eliminate interest rates!
- Lower monthly payments by up to 50%.
- Eliminate late charges and over-limit fees.
- Consolidate debts into one lower payment.
- Help you pay off debt faster.
- Rebuild your credit rating.
- Save you thousands of dollars.
- Get you on a plan to be debt free!



Call today, and take your first step  
toward financial freedom!

**1-800-210-3481**

or visit [www.ConsolidatedCredit.org](http://www.ConsolidatedCredit.org)



# You can be **debt free**



## There is help waiting for you now.

- Reduce or eliminate interest charges.
- Consolidate credit card bills into one lower monthly payment.
- Pay off your debt in half the time.
- Save thousands of dollars.



Consolidated Credit Counseling Services, Inc.  
5701 West Sunrise Boulevard • Fort Lauderdale, FL 33313  
1-800-210-3481

[www.ConsolidatedCredit.org](http://www.ConsolidatedCredit.org) • Email: [counselor@ConsolidatedCredit.org](mailto:counselor@ConsolidatedCredit.org)  
Text JOIN to 71610 and receive financial tips, free money advice, and much more!