



Income InsightSM and Income Insight W2SM

Get the confidence you need in assessing ability to pay

Income is more than just a number. It's an opportunity to make better, more informed lending decisions. But why limit yourself to using only verified income for underwriting when you can expand the possibilities across the entire Customer Life Cycle? With Experian's Income InsightSM models, you can easily integrate income into your decisioning to gain a more holistic consumer view — whether you're trying to target the right customer, design the best offer or mitigate fraud and losses. Using an income estimation model developed from verified income data and powered by credit data will give you more confidence in your lending decisions.

Credit-based income estimation

Credit data is a powerful tool in predicting consumers' financial well-being. So why not use it to estimate their income? By analyzing the relationship between verified income data and credit data, Experian has created models that return a point estimate of income that consumers are likely to have in order to support all their credit obligations.

Efficient, real-time income validation

Results are instant and can be provided online with a credit report or in a 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, you can improve efficiencies by assessing individuals' income in a seamless manner.

Two options to choose from:

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

Determine overall creditworthiness

As companion tools to the Income Insight models, Debt-to-Income InsightSM and Debt-to-Income Insight W2SM 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 AttributesSM to create a debt-to-income ratio based on consumers' 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.

Income Insight W2SM estimates the wage income of a consumer. This added level of transparency helps you streamline your underwriting process when validating a customer's self-reported wages by eliminating the need for costly, time-consuming income verification.

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Customer Life Cycle uses

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

- Achieve better results by narrowing customer focus within a desired income range.
- Target customers with greater income and debt capacity.

Acquisitions

- Mitigate losses and fraud by validating stated income.
- Optimize the line-assignment process with real-time income information.

Account management

- Create stronger risk-management segmentation by effectively identifying prime creditworthy accounts.
- Offer line increases to customers with the greatest ability to take on additional debt.

Collections

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

No adverse action permitted

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