

# Welcome

To listen in **Ukrainian** or **Russian**, please select:

- Interpretation > Preferred Language

## Ласкаво просимо

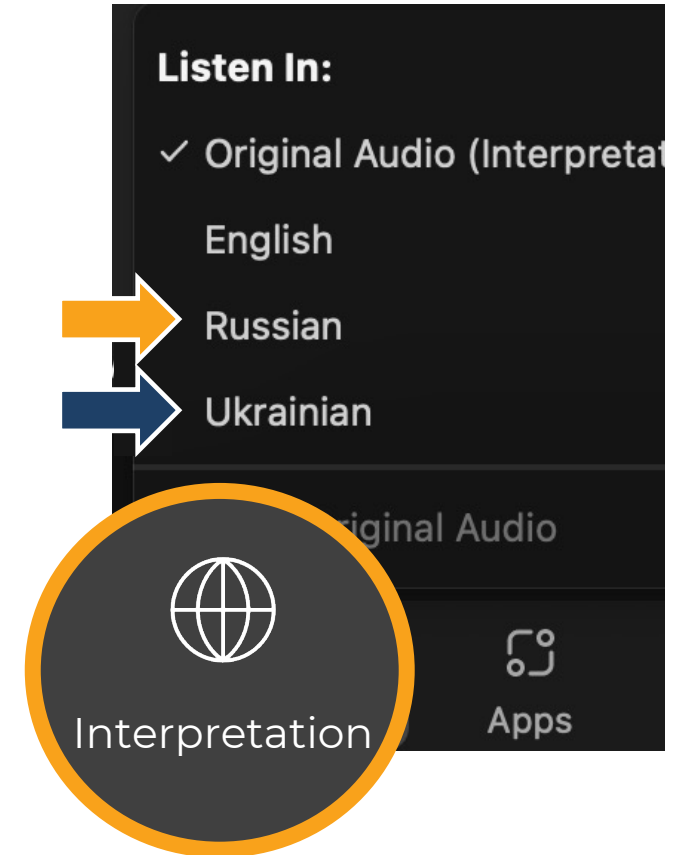
Для прослуховування українською або російською мовою, будь ласка, оберіть:

- Усний переклад
- Мова, якій надається перевага

## Добро пожаловать

Для прослушивания на украинском или русском языке, пожалуйста, выберите:

- Устный перевод
- Предпочитаемый язык



# Credit Scores, Accessing Loans & Car Insurance

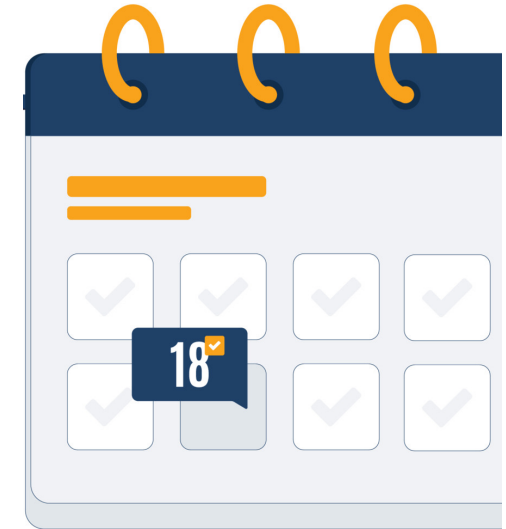
Ukrainian Support Convening Sessions

Hosted by Solvera Consulting, in partnership with California  
Department of Social Services' Refugee Programs Bureau



# Upcoming Convening Sessions

- 2<sup>nd</sup> & 4<sup>th</sup> Thursday - 10:00am
- Through mid-November



Date	Topic	Designed For
Sept 28	Credit Scores, Loans, and Insurance*	UHPs & Sponsors (*English, Ukrainian, Russian)
Oct 12	Understanding TPS, Asylum, and UHP statuses*	UHPs & Sponsors (*English, Ukrainian, Russian)
Oct 26	Navigating Ukrainian Statuses: UHP & TPS Policy	County DSS/DHA staff

# Expectation Setting



## Topics

- ✓ General Credit Information
- ✓ Who can enroll
- ✓ How to enroll
- ✓ Documents needed
- ✓ What to expect

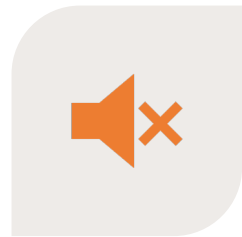
*Will receive PPT + links after*



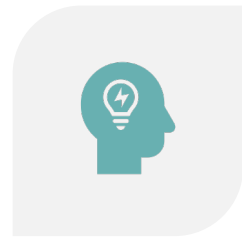
## Not Covered

- x Personal details
- x All situations
- x Topics like immigration status, EAD delays, higher education
- x Taxes

# Session Reminders



Mute



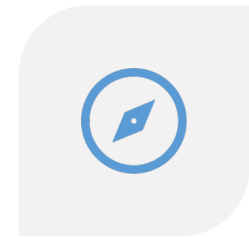
Select  
preferred  
language



Upvote  
Questions



Live Q&As



Survey

# Who you are hearing from today



# Outline of Session Topics

1

**Credit  
Scores**

2

**Loan  
Products**

3

**Low Cost  
Auto  
Insurance**

4

**How to  
avoid scams  
& fraud**

# Session Topics

1

**Credit  
Scores**

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& fraud**





# International Rescue Committee

Supporting Access to Financial Empowerment Project (SAFE)

*Maria Sigalas, Sr. Program Officer Financial Capabilities*

# IRC's Mission

Support newly arrived immigrant communities in starting their lives in the US and planning for a successful future.



# What is **SAFE**?

The Supporting Access to Financial Empowerment Program (SAFE) aims to empower Afghan families in the US to establish financial stability and economic security in their new home, through financial education, coaching, and access to financial products.



Financial Education



Financial Coaching



SAFE Loans

# What is Credit?

Helps banks and lenders know if someone can be trusted with money without knowing them!

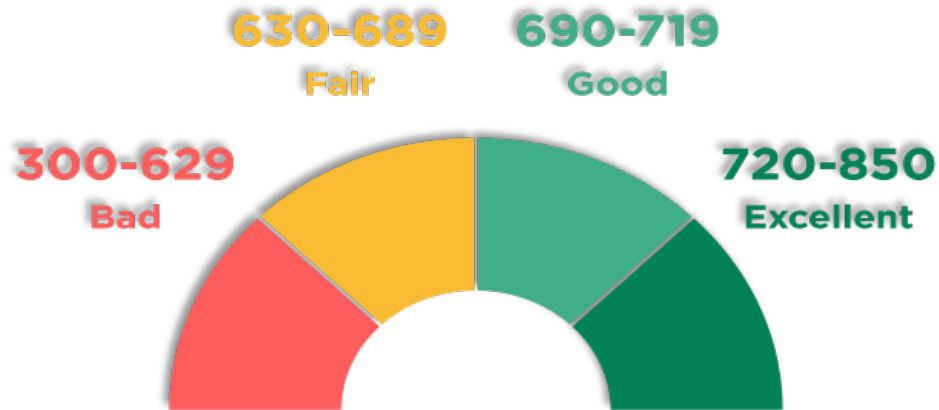


## Who might want to know about your credit?

- Lenders or people you will be responsible for paying money to.
- Credit Card Companies
- Loan Companies
- When purchasing a car
- When looking for a mortgage to buy a home
- When you want to rent an apartment

# How do they know my credit?

## Credit Score



## Credit Report

### Your Credit Report

Please address all future correspondence to:  
Credit Reporting Agency  
Business Address  
City, State 00000

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**Personal Identification**  
This is all the information that uniquely identifies you from another person who may have the same name.

**PERSONAL IDENTIFICATION INFORMATION**  
Your Name: 123 Current Address, City, State 00000  
SSN #: 123-45-6789  
Date of Birth: July 1, 1958  
Telephone Number: (555) 555-5555

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**Public Records**  
These listings show any legal information that may affect your credit ranking.

**PUBLIC RECORD INFORMATION**  
Lien Filed 03/93; Fulton CTY; Case or Other ID Number-32114; Amount-\$26,667; Class-State; Released 07/93; Verified 07/93  
Bankruptcy Filed 12/82; Northern District Ct; Case or Other ID Number-673HC12; Liabilities-\$15,787; Personal; Individual; Discharged; Assets-\$780  
Satisfied Judgment Filed 07/94; Fulton CTY; Case or Other ID Number-898872; Defendant-Consumer; Amount-\$8,984; Plaintiff-ABC Real Estate; Satisfied 03/95; Verified 05/95

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**Collections**  
Any collection agencies assigned to recover outstanding debts will be listed here.

**COLLECTION AGENCY ACCOUNT INFORMATION**  
Pro Coll (800)XXX-XXXX  
Collection Reported 05/07; Assigned 09/04 to Pro Coll (800)XXX-XXXX Client-ABC Hospital; Amount-\$978; Unpaid; Balance \$978; Date of Last Activity 09/04; Individual Account; Account Number 787652JC

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**Credit Accounts**  
Installment loan accounts will be listed here, such as school loans, auto loans and mortgages. Revolving credit amounts will also be listed. These may include credit cards, store cards and gas cards. This gives credit issuers information on payment history.

**CREDIT ACCOUNT INFORMATION**

COMMON NAME	ACCOUNT NUMBER	PHONE	DATE OPENED	MONTHS SERVED	DATE OF LAST ACTIVITY	HGI	STATUS	BALANCE	PAID	STAYS	DATE REPORTED
Department Store	32514	J	10/96	36	3/98	8500	X	\$0	X	RI	10/08
Bank	1004735	A	11/96	24	5/08	1750	X	\$0	X	IT	4/08
Oil Company	541125	A	6/96	12	3/08	5000	X	\$0	X	OT	4/08
Auto Finance	529778	I	5/95	48	12/07	\$1100	\$00	\$300	\$200	IS	4/08

**Previous Payment History:** 3 Times 30 days late; 4 Times 60 days late; 2 Times 90+ days late  
**Previous Status:** 01/08 - (2); 02/08 - (3); 03/08 - 14

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**Requested Credit Files**  
This is a list of any companies who have requested information on your credit history. On this example Equifax may have requested information in response to a credit application.

**COMPANIES THAT REQUESTED YOUR CREDIT FILE**

09/06/08	Equifax-Disclosure	08/27/08	Department Store
07/29/08	PRM Bankcard	07/03/08	AM Bankcard
04/10/08	AFI Department Store	12/31/07	Equifax-Disclosure ACIS 123456789

# What makes up a **Credit Score**?



# Building Your Credit

## Use credit

- Consider Credit Building Products

## Pay on time

- Do my rent and utility bills effect credit?

## Keep your debt low

- Monitor your credit

### Best Practices for Strong Credit Scores



**Keep it Active!** Open appropriate credit cards and loans to build your credit history. **ALWAYS PAY ON TIME!**



**Keep it Low!** Use as little as possible of your available credit limit.



**Keep it Up!** It takes time and ongoing dedication to build and sustain strong credit scores.



# Session Topics

1

**Credit  
Scores**

2

**Loan  
Products**

3

**Low Cost  
Auto  
Insurance**

4

**How to  
avoid scams  
& fraud**



# IRC's Center For Economic Opportunity (CEO)

## About CEO

IRC's Center for Economic Opportunity (CEO) is a non-profit lender specializing in making small-dollar loans to refugees and immigrants. CEO is certified by the U.S. Treasury as a national Community Development Financial Institution (CDFI) and currently has operations in 14 states.

## Loan Products

CEO offers small loans tailored to meet the practical needs of working families and new Americans including loans to build credit, buy a car, pay for training, start a business and other use cases that support overall economic empowerment.

## Eligibility and Screening

Must complete credit training and be working with an IRC Financial Coach to be eligible to apply. \*Additional requirements depending on loan type.



[www.irc-ceo.org](http://www.irc-ceo.org)

# CEO Loans

CEO Rate Sheet - effective 03/01/2023								
	Credit Building Ladder Loan	Personal Loan	Auto Loan (Purchase)	Auto Loan (Refinance)	Education & Training Loan	Immigration Loan	Business Recovery Loan	Business Loan
Loan Amount	\$100 --> \$300 --> \$1,000	\$300 - \$5,100	Up to \$20,000	Up to \$20,000	\$300 - \$8,000	\$300 - \$8,000	\$300 - \$10,000	\$10,001 - \$50,000
Term	6 --> 8 --> 20 months	6 - 48 months	6 - 72 months	6 - 72 months	6 - 60 months	6 - 60 months	6 - 60 months	6 - 72 months
Closing Fee	0%	2%	2%	2%	2%	2%	0 - 2%*	2%
Base Rate	0.00%	9.99%	8.99%	8.99%	4.99%	6.99%	0 - 2.99%*	7.75%
Discounts Available								
Discount for New Arrivals*		(-1%)	(-1%)	(-1%)	(-1%)	(-1%)	*Closing fee and interest rate are dependent on loan term.	
Good Credit > 680 FICO**		(-1%)	(-1%)	(-1%)				
Great Credit > 720 FICO**		(-2%)						
Down Payment > 10%***			(-0.75%)	(-0.75%)				
Down Payment > 20%***			(-1.5%)	(-1.5%)				
Lowest Possible Rate	0.00%	6.99%	5.49%	6.49%	3.99%	4.99%	0 - 2.99%*	7.75%

\*For humanitarian migrants in their first 2 years in US. See [Fresh Start Discount](#) for more details.

\*\*Credit: hard inquiry pulls from TransUnion, FICO® Score 8.

\*\*\*Down payment must be listed on Bill of Sale from Dealer; based on % of vehicle sale price NOT total sale price.

\*\*\*LTV = Loan Amount + Value; KBB used to determine value (Good Condition, Buy from a Dealer).

**Note:** for private party purchase, and for Auto Loan (Refinance) we use LTV% instead of down payment wherein: if LTV ≤ 90% = (-0.75%) discount and if LTV ≤ 80% = (-1.5%) discount.

**For Auto Loans only:** The discount for new arrival and good/great credit will be reflected on the approved interest rate of the pre-approval offer; additional discount for down payment/LTV will be reflected on the final interest rate of the loan contract. All other loans will reflect applicable discounts on the loan contract at loan closing.

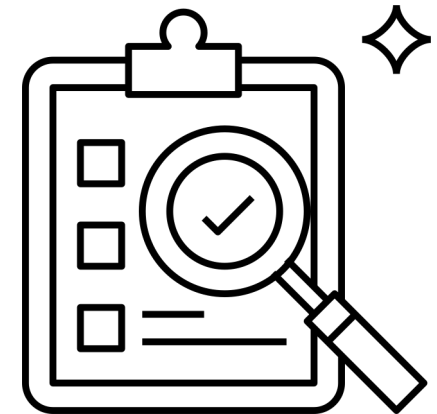
- ✓ **No hidden fees**
- ✓ **No late fees**
- ✓ **No insufficient funds fees**
- ✓ **No prepayment penalties**
- ✓ **No strings!**

**Discounts available for humanitarian entrants that arrived in last 2 years!**

# SAFE Loans: Eligibility vs. Approval

Being eligible for a loan is **NOT** the same as loan approval

- **Credit Building Ladder**
- All other loan products (**Auto, Personal, Education, Immigration**) require loan committee review, must show ability to repay.
  - Proof of income - Paystubs/Job offer letter
  - Household budget shows positive net income
  - Recent Bank Statements - to show positive cash flow



[How CEO Makes Loan Decisions](#)

# Auto Loan Eligibility

- ✓ Credit Education-Attend credit class or watch credit recording
- ✓ Auto Purchase Education-Attend auto purchase class or watch recording
- ✓ Driver's License
- ✓ Proof of income - Paystubs/Job offer letter
- ✓ Household budget shows positive net income
- ✓ Recent Bank Statements - to show positive cash flow



After approved, receive letter with loan approval amount, valid for 2 months.

When car identified, provide information to coach and CEO. Funds go directly to car dealer or owner for payment.

# Contact IRC

**Website:** [www.SAFEIRC.org](http://www.SAFEIRC.org)

**Email:** [safe.project@rescue.org](mailto:safe.project@rescue.org)

# Question & Answers



# Session Topics

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# California Department of Insurance



*Amy Nungaray, Program Manager*



# Section Overview

- California Department of Insurance (CDI)
- California Law
- California's Low Cost Auto Insurance Program (CLCA)
- How to Qualify & How To Apply
- Q&A



# California Department of Insurance (CDI)

- **Regulate** (keep in order) all lines of insurance
- **Regulate** (keep in order) Insurance Companies, Agents, & Brokers
- **California** is the largest insurance market in the U.S.
  - \$340 billion collected annually in premiums
- **Protect** Consumers from Fraud and Abuse



# California Law

- ✓ All Drivers Must Have Proof Of Financial Responsibility
- ✓ Liability Insurance
- ✓ Penalties of driving without insurance



# What is **Liability Insurance**?

Liability insurance is like a safety net for unexpected accidents or mistakes. It's a type of insurance that helps protect you financially if you accidentally harm someone or damage their property.



# How does **Liability Insurance** help?

- 1. Coverage:** In case of an accident, “liability” insurance covers you just for the damage you do to other people and their property. It does not cover your own medical or vehicle repair costs. (Additional optional coverage is available for this.)
  - ✓ Up to \$10,000 per person in case of bodily injury or death
  - ✓ Up to \$20,000 per accident in case of bodily injury or death
  - ✓ Up to \$3,000 for property damage
- 2. Financial Protection:** Instead of having to pay for someone’s car repairs out of your own pocket, your liability insurance will step in to cover these expenses, up to the policy's limits.
- 3. Peace of Mind:** If you do not show proof of insurance when asked, you will get a ticket. If you do not have any insurance, your license may be suspended and your vehicle could be impounded.



# CLCA Program Overview

- **CA Low Cost Auto Insurance Program** est. 1999
- **CLCA** provides affordable, low cost liability insurance
- **CLCA** is a state program
- **Goal:** to decrease the number of uninsured drivers



# How do you qualify?



**Valid CDL/AB60**



**Vehicle Value  
\$25,000 or Less**



**Meet Income  
Guidelines**




**Be at least 16 years old**

*\*Can't have bad driving record for past 3 years*



# State-wide Coverage & Rates



**INCOME ELIGIBILITY**  
These are the maximum income levels by household size for eligibility:

- 1 person - \$36,450.00
- 2 people - \$49,300.00
- 3 people - \$62,150.00
- 4 people - \$75,000.00

Additional eligibility levels available on our website

**CALIFORNIA'S LOW COST AUTO INSURANCE**

**MyLowCostAuto.com**

**Rate Calculator**  
Find out the annual premium in your county  
What county do you live in?  
  
Have you been continuously licensed for 3 years?  
  
Are you 16-18 years old?  
  
Are you 19-24 years old and unmarried?  
  
**Your Annual Premium:**  
**\$466**

**Base: Good Drivers with 3+ yrs**

**30%: Single drivers 19-24 yrs**

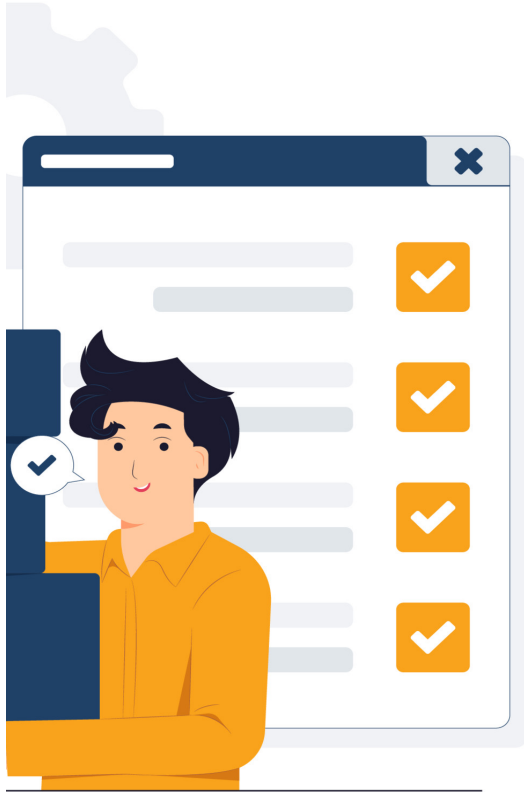
**40%: Drivers less than 3 yrs**

**100%: Drivers 16-18 yrs**





# What do you need to apply?



- ✓ Valid Driver's License/AB 60
- ✓ Valid Registration
- ✓ Proof Of Income
- ✓ Down Payment – 20% of annual premium



# Proof of **Income**

## **Only need one of the following:**

- ✓ Paycheck stub, W-2, 1099
- ✓ SSI statement, etc.

## **Currently enrolled in other state, county programs:**

- ✓ CalFresh, CalWorks, MediCal/Medicaid, CA Lifeline

**Complete list is available at [mylowcostauto.com](http://mylowcostauto.com)**



# How to Apply

## Apply at MyLowCostAuto.com

- Take the Eligibility Questionnaire
- Application process is 100% online

## Chat is available M-F 8am – 5pm

- Website and Chat are available in English and Spanish

## Call 866-602-8861



# Contact CLCA

**For more information about CLCA visit:**

[Mylowcostauto.com](http://Mylowcostauto.com)

866-602-8861



# Question & Answers



# Session Topics

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# California Department of Insurance

*Durriya Syed*

*Community Relations & Outreach Branch*

# Why should we buy **Insurance**?

**To protect our assets, ourselves & our loved ones!**

**To attain peace of mind & financial stability**

- **Car (Auto) insurance** - is required by law and could save a car owner or user from financial loss in case of an accident
- **Homeowners' insurance** - provides you coverage for damage to your home such as personal property and liability coverage for injuries or property damage that occur on the property
- **Health Insurance** - medical cost is too high and if you don't have insurance then medical bills could cause financial hardship
- **Disability Insurance** - provides an income if a worker cannot work due to an injury or illness
- **Life Insurance** - provides money to beneficiaries in the event of the person's death





# What is Fraud?

## How to protect yourself being victim of Fraud?

- ✓ Due to many of new immigrants not speaking and reading in English, they are taken advantage of. Everyone needs to be educated as to what is fraud
- ✓ Lying to the insurance company for benefits you are not entitled to is fraud, even if you did not receive cash
- ✓ If you go to a doctor's office, pay attention to the services you are receiving and how many times you go because you do not want your insurance to be charged for services you did not receive
- ✓ *Example: If you go to the doctor's office once, and you receive a bill from the insurance company that says you went 8 times, you need to recognize and report it.*



# Common Insurance Scams



# Avoid Becoming **A Victim**

- ✓ Check the status of insurance agent/insurance company
- ✓ Answer all questions thoroughly and truthfully
- ✓ Get everything in writing and compare policies
- ✓ **ASK QUESTIONS**
- ✓ Never feel pressured
- ✓ **Don't sign anything you do not understand**



# Contact the California Department of Insurance

[www.insurance.ca.gov](http://www.insurance.ca.gov)

800-927-4357



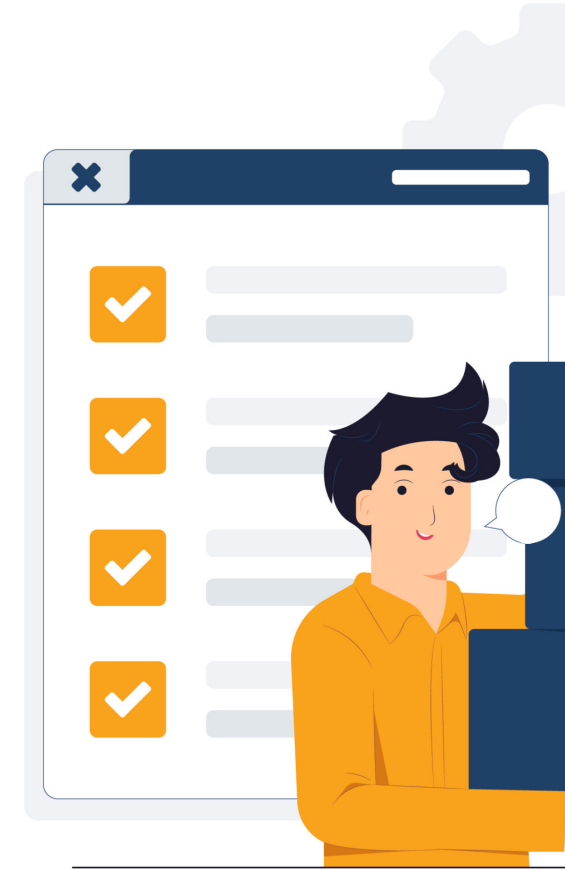
# Question & Answers



# Next Steps

After this session you will receive:

- ✓ The slide deck
- ✓ Referenced links
- ✓ Survey to provide feedback on today's session
  - Ask additional questions
  - Suggest future topics





# Complete a **Feedback Survey** & Request **Future Session Topics**

Email the hosts: [UHPinfo@solveraconsult.com](mailto:UHPinfo@solveraconsult.com),  
[RPBTTAU@cdss.ca.gov](mailto:RPBTTAU@cdss.ca.gov)