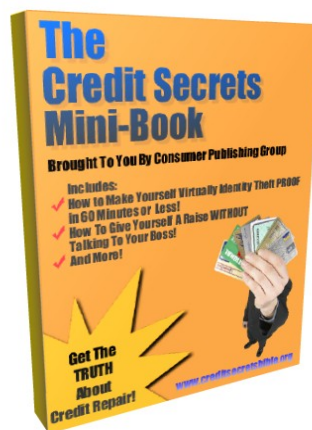


*The Credit Secrets Mini-Book, From The Makers Of The Official Credit Secrets Bible*

## THE CREDIT SECRETS MINI-BOOK



by Terry Price,  
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This mini-book was created by Consumer Publishing Group, which publishes the “Credit Secrets Bible” (in print since 1994). For more information visit the website at <http://www.credit-repair-facts.com/cs.html>

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## **Contents**

Introduction.....	5
Chapter 1.....	7
How to Make Yourself Virtually	
Identity Theft PROOF in 60 Minutes or Less.....	7
Study The Past To Predict The Future.....	8
A Different Approach.....	9
BASIC ID THEFT DEFENSE: .....	10
CREDIT HIJACKING DEFENSE: .....	10
Summary.....	11
10 Extra “Financial” Identity Protection Tips.....	12
Chapter 2.....	14
Facts Consumers Should Know Before Using A Credit Repair Company.....	14
Things To Consider.....	14
REFERENCES: .....	15
CONTRACT: .....	15
MONTHLY FEE: .....	15
NON-DISCLOSURE OF METHODS: .....	17
LOCATED IN HOME STATE:.....	17
CUSTOMIZATION: .....	18
It's Work, But It Pays Well.....	18
Chapter 3.....	20
Five Things Every Married Should Know Before Signing Any Credit	
Application.....	20
VITAL KEY #1:.....	20
VITAL KEY #2: .....	20
VITAL KEY #3: .....	21
VITAL KEY #4: .....	21
VITAL KEY #5: .....	22
Chapter 4.....	24
The Truth About Creating An Alternate Credit File.....	24
Too Good To Be True?.....	24
How To Create An Alternate Credit File Legally.....	25
Chapter 5.....	27
Facts Consumers Should Know Before Considering Credit Counseling or Debt	
Consolidation.....	27

*The Credit Secrets Mini-Book, From The Makers Of The Official Credit Secrets Bible*

Chapter 6.....	32
Insider Techniques To Raise Your Credit Score Fast.....	32
DEBT to CREDIT RATIO:.....	32
SUB-PRIME MERCHANDISE CARDS: .....	33
PIGGYBACKING:.....	35
ADVANCED CREDIT PROFILING:.....	36
DEPOSIT LOAN PROGRAMS:.....	37
Chapter 7.....	39
Is Your Credit Score Costing You A Fortune?.....	39
Chapter 8.....	41
The TRUTH About Credit Repair .....	41
The Official Credit Secrets Bible (TM).....	43

## Introduction

Even with the apparent abundance that we enjoy in the United States, many people find themselves with financial problems beyond what they ever imagined they would have. Credit is wrecked, houses are lost, families are destroyed... all in a country that brands itself as the world's prosperity hub. Phrases like “the land of opportunity” and “the American dream” are common here. The truth is, things like bankruptcy, poverty, excessive debt, and “barely making it” while living paycheck to paycheck are becoming far more common in this land of prosperity. What are we missing?

The problem, as it turns out, usually isn't that we have a *lack* of anything material. We are rich with “buying power” but poor in the knowledge and financial intelligence that tell us how to use it. This might be why over half a million people (597,965) filed for Bankruptcy in 2006 (source: <http://www.uscourts.gov/bnkrpctystats/statistics.htm>).

The issues are compounded by the fact that most people don't realize that they are “knowledge-poor” in the area of finances and credit until it's too late. By the time most of us are aware that we lack financial intelligence, the damage has already been done. **This is why understanding credit and credit-repair is so important.** For many people, credit repair should be the first step that they take towards a better financial future. “Credit repair” is simply the name given to the process of improving your credit score, and removing incorrect items from your credit report.

Want to know how you can give yourself a raise without talking to your boss or even increasing your actual paycheck amount? The answer, as you probably guessed, is to fix your credit. A higher credit score can save you thousands of dollars. As this book points out in Chapter 2, fixing your credit

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is probably the highest paid work you'll ever do. Give yourself a raise. Improve your credit and become financially smart.

What we've given you in this book should be considered a “primer” for your financial education. There is a lot more to it than what is covered here. That said, this little book could be a big boost to your financial intelligence.

Consumer Publishing Group (the company that produced this guide) has created one of the most comprehensive credit repair manuals available, called The Credit Secrets Bible™. The Credit Secrets Bible has been in print since 1994 and is absolutely essential if you are serious about fixing or improving your credit. To learn more about the Credit Secrets Bible, visit <http://www.credit-repair-facts.com/cs.html>

## **Chapter 1**

### ***How to Make Yourself Virtually Identity Theft PROOF in 60 Minutes or Less***

The FBI has called it “The fastest growing crime in America.” Close to 10 million Americans every year are victimized by it and the costs are estimated at 50 billion dollars annually. Many criminals get off easy while the victims spend years working to restore their damaged credit reports and reputations. Worse yet, there seems to be no end in sight.

“The popularity of the crime is simply growing faster than the solutions to stop it” many experts conclude. The task of recovery is so time consuming and tedious, multiple states have resorted to creating “Identity Theft Passports” for victims in an attempt to ease the pain for them as they endure the lengthy and frustrating clean up process.

By the end of this article I will share with you the secrets of making yourself virtually identity theft proof in 60 minutes or less (for free). I use the term “secrets” because less than 1% of the country are aware of these techniques (let alone practicing them). If you are interested in learning more about these and other “secret” techniques, you'll want to check out the Credit Secrets Bible—*the authority* on credit and credit repair.

If Americans took these preventative steps up to 99% of all identity theft would be eliminated. However, “why” this beneficial approach is not being made common knowledge in the mainstream media is something I will not disclose in this article (more on that another time). For the moment I believe the biggest crime one can commit is to not share this information with their

friends and family (by the end of this article you will understand why).

Unlike other authors covering this subject I will not insult your intelligence by sharing common sense tips like “Don’t carry your SSN Card or ATM PIN# in your wallet or purse” or “Keep all data sensitive documents like credit card and bank statements locked up in your home or office”. This is elementary advice at best. The key to protecting yourself from identity theft is to look at what the masses are doing and then do the opposite (to say the least).

Almost 70% of Americans are now shredding all their mail and documents and many are even subscribing to credit monitoring services or buying identity theft insurance in an attempt to protect themselves from becoming victims. While this is better than doing nothing it’s a far cry from TRUE security.

## **Study The Past To Predict The Future**

Contrary to popular belief statistics show the majority of identity theft does NOT result from the internet as most consumers have been led to believe. In fact, less than 10% of identity theft cases (where data compromise can be determined) originated online. In almost 50% of cases consumers are the ones who detect the breach. In nearly 40% of cases the criminal was someone who was in close contact with the victim (*friend, relative, neighbor, coworker, in-home employee, waiter/waitress or financial institution employee*). In then end, nearly one third of identity theft cases come from a stolen wallet/purse, checkbook or credit card.

More interesting, the age of the primary victim has lowered. If you are between the age of 25 to 34 you are now the largest target for the crime (65+ has become the smallest). The bad news is that while identity theft nationwide is on the decline (8.9 million victims last year down from 9.3 million in 2005) the dollar amount per victim is going up (\$6,383 last year, up from \$5,885 in 2005) and so are the number of hours victims spend

cleaning up the mess (40+ hours last year, up from 28 hours in 2005).

We've all heard the saying "An ounce of prevention is worth a pound of cure". Yet, no one is practicing it in the pandemic of identity theft. Credit monitoring is nice but only 11% of consumers ever catch identity theft through this means. Identity Theft Insurance (according to many experts) is even more of a hoax. A product marketed by playing on the fears of American consumers which does nothing more than assist them in cleaning up the mess only AFTER their identity has been stolen.

## **A Different Approach**

The following is a completely different approach to preventing and protecting yourself from identity theft. It is based on the reality that we live in a world now where there is zero privacy of personal data. Meaning that your name, address, phone number, social security number, date of birth (even your mothers maiden name) can be obtained by ANYONE for a fee.

If you're one who feels this is paranoid thinking let me tell you about Amy Boyer. In 1999 Miss Boyer had an old high school classmate (Liam Youens) come back into her life many years later. Mr. Youens obtained Amy's SSN and other personal information after paying Docusearch Inc. \$150. After Youens shot Miss Boyer to death he then turned the gun on himself. Today the company tells visitors to its website that "not all searches are available to the public" and some are reserved for the investigative and legal industry. *How's that for homeland security?*

With this "different" approach we break down identity theft into two distinct categories. 1.) Basic Identity Theft, and 2.) Credit Hijacking. By definition "Basic Identity Theft" is when the perpetrator steals your identity and then uses it to obtain NEW credit accounts for their personal gain. "Credit Hijacking" falls under a criminal stealing your identity in order to access and use your EXISTING credit accounts. Each type of fraud is different and therefore so is your plan of defense.

### **BASIC ID THEFT DEFENSE:**

The best proactive defense against basic identity theft is through the placing of an “Initial Fraud Alert” on all three of your credit reports. This “Initial Fraud Alert” accomplishes three important factors:

- 1.) Your name and personal information can no longer be sold by the credit bureaus to ANY third parties for any marketing purpose (*i.e. credit card offers, loan solicitations or credit pre screenings*).
- 2.) No one can be approved for credit with your personal information until the creditor personally calls you at the telephone number you list on your consumer credit report.
- 3.) Requesting this initial fraud alert entitles you to a free copy of all three of your credit reports (*one copy from each of the three major credit reporting agencies*). Please be advised that this is an “Initial Fraud Alert” which lasts only 90 days. To extend the fraud alert and obtain the above mentioned benefits for 7 years you will need to write to each credit bureau at the address provided within your initial fraud alert confirmation letter (*Note: It is likely credit bureaus will make the extended alert harder to obtain as a great deal of their revenue comes from the third party rental and sale your information*).

### **CREDIT HIJACKING DEFENSE:**

Most online merchants now utilize a security feature known as “Address Verification Service” or “AVS”. AVS is a security feature for online merchants allowing them to only authorize credit card transactions for merchandise to be shipped to the same address which appears on the consumers credit card billing statement. If the address does not match that of the credit card billing statement the transaction will automatically be declined. In other words, if someone gets your credit card number, expirations date and CVV code (the three digit code on the back of the card) the only way a transaction can be authorized online is if the merchandise is shipped to the SAME address that your credit card billing statement is currently sent to. This is what makes credit hijacking so dangerous. When a

criminal hijacks your credit they call up the banks (posing as you) and change your address on your credit cards with your personal information (i.e. last four of SSN and mother's maiden name) as if you were moving. They then proceed to order thousands of dollars in merchandise (online or over the phone) to be shipped to the "new" address. Because they changed "your address" on your credit cards they will bypass the AVS security from online merchants and the charges will be approved.

The only real defense against credit hijacking is to establish a personal security code with all your bank accounts and credit cards. This is a form of security which goes beyond your SSN, Zip Code, Date of Birth or Mother's Maiden Name to give you a whole new tier of personal security. This is a unique number or group of letters and numbers which you create and give to every credit card provider you have. For example. The number could be as simple as "JACOB2801" which is a combination of your best friend as child and the numerical address of the home you lived in growing up. By establishing this auxiliary passcode with all your credit card providers no one will be granted access to your accounts without it providing it to them. Since you are the only one who knows it and it is non public it is truly secure. I have yet to find a credit card company which will not allow you to create a such a passcode and added layer of security.

## **Summary**

So now with the initial fraud alert established on your credit reports (and later extended) as well as the personal security code set up with all your bank and credit card accounts, you are virtually identity theft proof in under 60 minutes for free. Sure, someone can always "steal" your identity but the real joke will be on them. If they try to open a new credit account anywhere in the country the creditor is going to have to call YOU at the phone number listed on your report in before it can be approved and it's GAME OVER. If they try to hijack your credit by changing the address on your credit accounts they will be asked for not only the last four digits of your SSN and mother maiden name, but also your personal security code which they will

NOT know and again it's, GAME OVER. It's a good thing to be in control of your financial identity and your credit. You can learn more about how to do this in the Official Credit Secrets Bible. Please understand that this article deals only with the topic of "financial" identity theft which is by far the most prevalent today. However, you should be aware you also have the following "5 MAJOR" identities in computers across the nation which are your: 1.) Driving Records/History (DMV Databases). 2.) Medical Records/History (Medical Information Bureau Database). 3.) Social Security Records/History (SSA Database). 4.) Insurance Claims/History (C.L.U.E. Database). 5.) Criminal, Legal and Public Record databases from birth records and real estate deeds to corporations, trusts and court cases. Yes, we are in the information age but all information is stored in databases. I think we are now living in the database age.

## **10 Extra "Financial" Identity Protection Tips**

1. Keep a list of all credit card and bank account numbers with bank phone numbers so in case of loss or theft they can be notified immediately.
2. Use only one credit card for personal expenses and one card for business expenses and monitor accounts online weekly.
3. Always send or receive mail only through secure and locked mail boxes.
4. Never give out any sensitive information (SSN, Acct #, Pin #, Password Etc) via an email solicitation. Always type in and visit the website directly.
5. Limit the information on your checks to your first initial, last name and address (nothing more).
6. On all credit cards instead of signing your name write "Check ID!".
7. Never use a debit card or Visa/Master Check card as recovering fraudulently accessed funds from these accounts can be extremely difficult.
8. Store all credit cards, bank statements and passports etc in a secure and locked place.

9. Never give out your Social Security Number, Drivers License Number or Date Of Birth unless they have just cause and really need it.
10. For details about establishing and initial fraud alert on your credit reports visit: [www.experian.com](http://www.experian.com), [www.equifax.com](http://www.equifax.com), [www.transunion.com](http://www.transunion.com)

Want to get an edge on your financial future? This mini-book only scratches the surface. To get the full story, get The Official Credit Secrets Bible™ at <http://www.credit-repair-facts.com/cs.htm> The Credit Secrets Bible will give you the upper hand in dealing with your credit. Learn the secrets that your creditors don't want you to know!

## **Chapter 2**

### ***Facts Consumers Should Know Before Using A Credit Repair Company***

Have you ever wondered about those ads you see from companies and law firms which offer to fix your credit for a low monthly fee? People with credit problems often ask me when it comes to improving their credit score whether they should hire a credit repair company or do it themselves? Unfortunately, there is no simple or universal answer to this question. However, I will shed some light on the subject if you're in need of a little enlightenment.

According to the Federal Trade Commission (FTC) "Everything a credit repair clinic can do for you legally you can do for yourself at little or no cost". While I agree with the FTC I also understand some consumers do not have the time, patience (or knowledge) to do the work themselves and the thought of "drive-thru-we-do-it-all-for-you-credit-repair" becomes very appealing. After all, everything a mobile oil change service can do for me I can also do myself at little or no cost (but you won't find me changing the oil in my car this weekend!).

#### ***Things To Consider***

Although some things are better done yourself, only you can determine if doing your own credit restoration work will be one of them. This is why understanding both the advantages and limitations of a credit repair company and the structure from which it operates are VERY important.

## **REFERENCES:**

Any legitimate company or individual doing credit restoration work for consumers will be able to provide you with at least half a dozen references. If the company or person is local you should be able to call these references. This is without question the most important point of consideration when hiring a professional to do the work for you.

If possible, I suggest you ask friends, family, relatives and professional contacts if they know of someone who does credit restoration work as a side business. By far the highest percentage of successful stories I hear from consumers are those which come from those who found a credit consultant via personal referral. I cannot stress this enough. It's the difference between going on a vacation with a close friend instead of a stranger.

## **CONTRACT:**

Unlike painting a house or putting in a driveway, credit restoration work (and results) are extremely broad. Therefore, the use of a contract is imperative. Most likely your credit challenges didn't occur overnight and they won't be improved overnight either. A good contract protects you as well as the service provider. The contract should be easy to understand without an Attorney and spell out the actual services which will be rendered as well as the service providers' limitations (i.e. they cannot guarantee the removal of any one particular item but can guarantee an overall increase in score overtime).

## **MONTHLY FEE:**

One of the most critical elements which affects "how" a credit restoration company operates is determined by its' payment structure. One of the most common payment structures of large companies or law firms doing credit restoration is that of the monthly "auto-debit" fee. In this structure the consumer usually pays \$49 to \$99 up front and then a monthly fee of \$39 to

\$49 per month. While there is an advantage to this method (affordability) with it comes many disadvantages.

- 1.) The first disadvantage this structure creates is that it gives the company absolutely no incentive to work quickly or aggressively on behalf of the consumer. In fact, the opposite is true. The longer they take the longer they will continue to collect their monthly fee! In most cases this structure leads to slow results over a very long period of time. Looking at it logically, this shouldn't come as a surprise.
- 2.) The other challenge within this structure is the actual amount of time, effort and resources which a company or law firm can reasonably allocate on a consumer's behalf. Remember, any large business has a tremendous amount of overhead which quickly chews up most of that monthly fee. Out of that \$39 to \$49 there are monthly expenses including but not limited to: Advertising, Office Rent and Utilities, Employee Payroll and Taxes, Health Insurance, Phone Service, Office Supplies, Refunds, Computer Maintenance and Programming, Website Administration, Office Supplies and let's not forget postage for mailing letters to creditors, collection agencies and credit bureaus. A much simpler way to think of this is by imagining if you had a client paying you \$39 a month; how much work would you be willing to do?
- 3.) One of the biggest challenges credit repair companies charging low monthly fees run into is being forced to rely on the use of Automated "Boiler Plate" Dispute and Correspondence Letters. Boiler Plate Letters are simple form letters which are used for ALL consumers (one format fits all). Once set up in a computer program with the consumers' information they are "shot out" automatically on behalf of the consumers' needs (i.e. disputing a late pay, charge-off or judgment etc).

The problem here is that when a credit repair company has thousands of clients they are shooting these form letters out for, the creditors, collection agencies and credit bureaus can take notice of these letters being used over and over and discover your correspondence is coming from a third party (i.e.

credit repair company or law firm) and in some cases ignore it or (worse yet) mark the dispute frivolous and flag your credit report. I spoke with a man recently who was on the inside of a large credit repair company who informed me they had an archive of over 10,000 boiler plate letters on file to avoid this problem. Of course, they charged customers by the month.

#### **NON-DISCLOSURE OF METHODS:**

One of the most troubling issues with 95% of large credit repair firms (especially law firms) is their non-disclosure of dispute tactics and methods. As a consumer it is vital that you are made aware of the methods they are using in dealing with your creditors, collections and the credit bureaus. If the organization or law firm violates laws or makes errors (I have witnessed both) you could be held liable for their negligence. In addition, this can actually make your credit worse and create problems which are very difficult to clean up. Anyone doing credit restoration for you should disclose “what” they are doing since you are paying for a service. If they won’t, you better run the other way as they could be pouring gas on a blazing camp fire.

#### **LOCATED IN HOME STATE:**

This is one of the most overlooked keys to successful third party credit restoration which consumers miss. It is absolutely vital when having someone else do your credit restoration work for you that they operate within your home state. Here’s why: if a credit repair company or law firm mails dispute letters or correspondence on your behalf from another state, that mail will be postmarked from that state. If the credit bureau catches this they can (and in many cases will) mark the dispute as frivolous and flag your credit file.

It is known that many Credit Repair Companies and Law Firms will resort to or create some kind of method to get around this in order to get disputes postmarked from the consumers’ home state (potentially more non-disclosure). For example. If they are in NY and you are in CA they will first have to mail your dispute letters inside an envelope from NY to CA.

Once in CA someone opens the envelope and then mails your dispute letters from CA so they postmarked from your home state. I am not an expert on postal regulations but had a postal employee tell me the concept sounded extremely shady at best.

### **CUSTOMIZATION:**

It's for this reason that some of the most advanced forms of credit restoration are done completely customized for the client and even (in many cases) by hand. The best credit restoration companies I've seen are usually run by one person or a small number of people and are extremely customized for each client. This is the most effective but with effectiveness comes cost. Every one of these services I have seen charges a very large upfront fee and works entirely off of referrals. This type of service is simply impossible to perform for \$39 or even \$49 a month.

### **It's Work, But It Pays Well**

Unfortunately, if you are unable to find someone in your area (preferably an individual) by way of referral through a friend, relative or professional contact, then I recommend you take matters into your own hands and do it yourself. I realize most consumers do not want to hear this but the good news is that it will almost always turn out to be the highest paid work you will ever do in your life. How high? How does \$500 to \$2500 an hour sound? I understand it's a bold claim but not one I am unable to back up. The Credit Secrets Bible is a great source to help you out with the difficult situations you'll come across while trying to repair your credit. It is the ultimate helper for those who choose "do it yourself" credit repair.

If you're ever going to finance a first or second home (which everyone eventually should for the tax breaks) the difference between good credit and poor credit will affect your interest rate. If you secure a \$200,000 mortgage on a 30 year term and your interest rate is only 2% lower because of a high credit score, that 2% will save you \$96,934.11 over the course of the loan

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(just because you had better credit). Take that \$96,934.11 and divide it by the 30 to 50 hours you may spend working on your credit situation and you'll quickly realize credit restoration when done properly does not cost – it pays!

The best investment you can make towards better credit is purchasing the Credit Secrets Bible from <http://www.credit-repair-facts.com/cs.htm>! The Credit Secrets Bible is the ultimate guide to getting and keeping excellent credit. You'll get a complete guide to walk you through the process of improving your credit. *A goldmine of information is waiting for you in the Credit Secrets Bible!*

## **Chapter 3**

### ***Five Things Every Married Should Know Before Signing Any Credit Application***

Have you ever wondered if banks have a tendency to approve credit cards and loans for one sex more than the other? If you are married (or plan to be) I will share with you five vital keys every married person should know before signing any credit application.

#### **VITAL KEY #1:**

According to the Federal Equal Credit Opportunity Act (FECOA) creditors cannot deny consumers access to credit because of their sex. However, on average (in surveys) it's reported that women earn less money than men. Regardless of what the FECOA states, the relationship of credit to income is very strong.

In our society if you make less money you will get less credit, period. The sad fact is that women on their own have less access to credit. It's for this reason (I believe) it is imperative that women learn and acquire more knowledge about credit than men. Knowledge is power; and in the world of credit that knowledge will often times prove to be priceless, especially for women. The Credit Secrets Bible is a great way to gain knowledge on how to improve your credit score ... whether or not you have bad credit or not.

#### **VITAL KEY #2:**

If you are a married woman with JOINT credit (meaning all your credit

accounts are jointly held with your husband) you have NO CREDIT yourself. Many women in America find this out the hard way every year when they get divorced and lose all their credit privileges since all their accounts were jointly held with their spouse. If you are a woman in this position you can greatly benefit by beginning to build your own credit in your own name starting today! The benefits are two fold.

1.) If your spouse has financial difficulties (for any reason) and is forced to file bankruptcy or their credit becomes derogatory, you and your spouse will have your credit in reserve to survive on.

2.) If you ever get divorced down the road (over 50% do and 76% in the state of California) you will NOT end up in financial hardship due to no credit and/or derogatory credit. Instead, you will have your credit to transition to and (believe me) this can be the difference between sailing off in the sunset or drowning in a storm.

### **VITAL KEY #3:**

If you are currently married (with some credit or no credit) to a spouse who has excellent credit, you can leverage their credit to build credit in your own name much faster than if you had to build it by yourself. Later, once you have established enough accounts on your own, you may choose to cancel accounts that were held jointly with your spouse.

### **VITAL KEY #4:**

If you are a single woman with excellent credit and are getting married you may want to think twice about adding your new lover to all your credit accounts. If he messes up or you end up in divorce down the road your credit will end up taking the beating (regardless of how many years you diligently spent building it up). For this reason, I strongly suggest married couples keep their credit separate. Why?

In most cases spouses have far more to lose than to gain. Naturally, some

credit will have to be joint no matter what you do. If you purchase a home (which may require both incomes to qualify) this will appear as a joint account on the credit report. However, the potential abuse with a home mortgage is almost non-existent as opposed to Credit Cards.

### **VITAL KEY #5:**

Spouses have more to gain by each building strong individual credit reports rather than joining all accounts and building one joint report. For obvious reasons, banks and credit card companies love the “credit ignorance” of spouses who join all their credit accounts upon marriage.

Here’s why: If you take 500,000 couples with credit before they got married, those 500,000 couples actually represent one million credit accounts and liabilities for the banks and lenders. When those couples got married, those one million credit liabilities were instantly cut in half from one million to only 500,000. For banks this is a very advantageous situation. For the couples getting married (if they have financial trouble) the deal is a little raw. If they have trouble, although they are two people, they are represented by only one credit report. The bank now has the right to go after two different people for one account (regardless of who was financially negligent).

For moment, let’s play out the same scenario with a couple which is financially savvy (note: they’re both on the same “team” but financially savvy). In this scenario, the couple gets married, but instead of joining account each builds their individual credit reports. Now this couple (team) has not one credit report representing them but two. Metaphorically, if the perfect storm (financially) is to rise, this is the difference between the couple being in the ocean with two ships instead of one. If the one ship starts to sink, the couple can always “jump ship” to the second.

While some may criticize this thinking it is no different than buying any kind of insurance. You buy insurance not because you plan on a problem. You buy insurance because you are thinking ahead. This type of thinking is

no different. However, if you want to be ahead of the pack that you need to think ahead of the pack.

I cannot tell you how many times I have talked to loving married couples in financial trouble who only WISHED they would have known about these five vital keys before they got into financial trouble. Take them, study them, apply them to your life. As I heard one woman put it “In business and in life I’ve learned to expect the best but plan for the worst”. I thought her words were brilliant. However, I have found that when I expect the best... many times I tend to get it! Take these five vital keys. Study them. Apply them. Then pass them on to someone else who can benefit from them.

Even if you didn't get off on the right foot with credit or you've had some bumps along the way, you can still drastically improve your credit situation (and your score) with the secrets included in The Credit Secrets Bible™. To learn more about the Credit Secrets Bible, go to <http://www.credit-repair-facts.com/cs.html>

## **Chapter 4**

### ***The Truth About Creating An Alternate Credit File***

#### **Too Good To Be True?**

What if I told you there was a way you could solve all your bad credit problems overnight by creating a brand new credit file in 24hrs - would you be interested? And what if I told you this program was 100% legal and even backed by the federal government - would that sound too good to be true?

Well... you're right. It is too good to be true but these types of ads are now surfacing again after the Federal Trade Commission launched "Operation New ID Bad Idea" over 8 years ago. This operation targeted (and took down) over 50 credit repair organizations and companies selling consumers both pamphlets and services giving them a brand new credit file under the pretense it was 100% legal and in some cases even claimed it to be a "government sponsored" program!

The con was simple. Companies would target consumers with bad credit and offer to create a brand new credit file for them by substituting an Employer Identification Number (EIN) for their Social Security Number (SSN) along with a new address. EIN's were obtained from the Internal Revenue Service on behalf of the consumer. With the EIN and a new address the companies would either have the consumer apply for credit with the "new information" or the company would apply for them. When the creditor would run the application it would automatically create a new credit file because the computer would be unable to find the consumer in the

database due to the new address and SSN.

While there is some dispute among privacy experts as to whether or not this is legal, the FTC's actions at the time were not up for debate. Companies were advertising and luring in consumers in order to have them falsify credit applications by providing new information such as their address and SSN in order to obtain credit. This was a direct violation of the Truth in Lending Act (TILA) and worse yet, the companies were advertising to consumers that this was 100% legal and in some cases claiming it was a government sponsored program. As you'll hear me say often "In reality, nothing could be further from the truth".

Privacy experts will argue that using an EIN or 9 digit PIN (simply a made up number) in place of ones' SSN is completely legal since creditors are on shaky ground asking for your SSN in the first place. In regards to the truth in lending act they will argue that one has to exhibit "an intent to defraud" a creditor. My question "Is concealing ones' adverse credit history intent in itself?" While I am not an Attorney on the matter of credit law I can conclude that if a consumer was to create an alternate credit file using the EIN or PIN method they better be darn sure they never have a problem paying their bills. If they do, they most likely would find themselves in a courtroom with a case involving credit fraud. Which brings me to my next topic.

## **How To Create An Alternate Credit File Legally**

Most consumers are unaware that in addition to consumer credit reports, both Experian and Equifax own and operate business credit reporting services. By creating a business credit profile a consumer can now create an alternate credit file legally. While some creditors such as residential utility companies will not allow you to use business credit in place of personal credit, we have had numerous clients who have successfully used business credit to obtain credit cards, automotive leases and loans. This technique (although controversial) can be very effective when done properly.

The basics of building business credit involve:

- 1.) Setting up the proper structure for your business (i.e. Corporation, LLC, etc.)
- 2.) Obtaining an EIN as well as a DUNS number (Dunn and Bradstreet).
- 3.) Borrow and/or buy products and services from vendors who reports to business credit reporting agencies such as Experian, Equifax and Dunn & Bradstreet. While building business credit requires time just like personal credit, don't get discouraged. Remember, when you set out to begin building your business credit you are starting with a clean slate. This is when it becomes imperative that one learn from the mistakes of their past. Remember, in the credit world those who do not learn from their past are (inevitably) doomed to repeat it.

**Need credit repair advice that you can trust?** The Credit Secrets Bible has been in print since 1994 and is literally packed full with real credit repair information. To learn more about the credit secrets bible, visit <http://www.credit-repair-facts.com/cs.html>

## **Chapter 5**

### ***Facts Consumers Should Know Before Considering Credit Counseling or Debt Consolidation***

There is one topic which every time I write about it seems to generate some hate mail while at the same time spawning a flurry of wonderful praise from consumers. Of course, the hate mail is always from a few people that happen to own these “certain types” of businesses I discussed and those businesses of course are Credit Counseling or Debt Consolidation companies; of which many “claim” to be non-profit organizations.

You’d almost have to be an ostrich with your head stuck in the sand to not see or hear at least one advertisement a day from a Credit Counseling or Debt Consolidation Company. However, you can expect this to change and change soon. Since this is a topic which tends to “stir up” the owners of these businesses, I am going to take a different approach by NOT sharing my opinion, but rather, the opinion of others. I will start with the news media and the Internal Revenue Service:

*(NPR News, May 15, 2006). The Internal Revenue Service is revoking the tax exempt status of some of the largest credit counseling agencies in the country. An IRS investigation disclosed that the firms solicited business from people seriously in debt and that they didn't provide counseling or consumer education, as required.*

*Prodded in part by a congressional oversight committee and consumer advocates, the IRS began investigating dozens of credit counseling agencies -- most holding non-profit status -- two years*

*ago. IRS Commissioner Mark Everson says the companies "poisoned an entire sector of the charitable community."*

*Everson says in many instances, companies were organized merely to funnel business to loosely affiliated for-profit companies. Many of the firms spend millions of dollars on commercials that urge anyone with debt to call them to solve their financial woes. And because tax-exempt organizations are not bound by the federal do-not call list, the firms were able to randomly call consumers, pitching their services under the guise of a non-profit counseling service.*

*The IRS investigations are also likely to affect consumers, thanks to a new bankruptcy law that requires consumers considering bankruptcy to get counseling before they are allowed to file. The IRS wants to ensure that only legitimate non-profit agencies are doing the counseling. In addition to the actions announced Monday, the IRS is sending more than 700 compliance letters to the rest of the credit counseling industry (END).*

Since almost all Credit Counseling and Debt Consolidation companies claim a non-profit status, I feel most consumers are easily sucked in with their skepticism and defenses at bay. After all, when most of us hear the word "non-profit" the first thing we usually think of is a church or homeless shelter.

From the NPR article and the actions of the IRS, I think it's fair to assume that many of these "non-profit" organizations have been operating under a scenario similar to that of a wolf guarding a hen house. However, this doesn't mean all credit counseling and debt consolidation companies are bad but... you do need to know the truth about how they operate and their limitations.

The first thing you want to understand is these companies are ALL more interested in making money off you than they are in preserving your credit rating. The bottom line with either credit counseling or debt consolidation is

that it absolutely ruins your credit. I can just hear the companies arguing this with a consumer right now, telling them nonsense like “It helps your credit since it tells creditors that you’re working on your situation and not just running away from it.” Listen... if one these places tells you that than watch out. Why? Because they will lie to you about other things as well!

One of the first actions these programs usually requires you to do is for you to CLOSE all your revolving credit accounts. You then make payments to the organization and they take care of everything for you. What this says to all your creditors (as well as anyone considering giving you credit) is that you are so out of control with your finances that you can’t even manage paying everyone back on your own. Therefore, you’re hiring someone else to do it for you!

99% of the time these companies will claim they can negotiate with your creditors and get interest rates reduced thereby saving you money. While this is true, what’s also true is **you** can easily negotiate these same rates as well as they can by just calling your creditors yourself. You’d be amazed at how many of your creditors would love to hear from you (especially when the chips are down!). Not too mention, any money the counseling company was to save you would more than likely be sucked back up by their monthly fees (usually around \$500 to \$1,000 per year).

This brings us into a whole other dynamic of their business model. Because these companies always make their money off of monthly fees paid by the consumer, the longer they can keep those monthly fees coming in the more profitable their business will be. It’s for this reason that most consumers who sign up with these companies usually find themselves on payment plans with the lowest monthly payment possible (which turns out to also be the LONGEST payment plan as well). Not surprising is it?

Am I against Credit Counseling and Debt Consolidation companies? Absolutely not. After all, there are millions of people in America who will never be able to manage their finances. Credit to them is a destructive addiction much like alcohol or drugs and they will never be able to control

it. Instead, it will always control them. We've all seen these people. Every time they are extended credit shortly thereafter they are in financial trouble (usually blaming it on some external factor). For these people I think these credit and debt counseling programs can be a good thing (as a ruined credit report is not a hindrance to them but actually an asset). It keeps them out of future financial trouble by forcing them to live their lives on a "cash and carry" basis; which is ultimately conducive to a better standard of living down the road.

On the other hand. If you're good with your finances and have control with credit but went through some type of hardship beyond your control in the past (i.e. divorce, job loss etc); then the services of these companies will never be for you. You will do far better and preserve your credit rating by taking matters into your own hands using a tool like The Credit Secrets Bible. Reason being is that you understand your credit rating is a powerful tool that can help you move ahead faster, help others and help yourself as well as create the life you want. It all comes down to self management. We all know that those who cannot manage themselves will ultimately be managed by others. Credit is no different. When you learn to manage it well, you are the master and it is the servant.

If you care about your credit and want to benefit from it in the future, then you will never rely on a credit or debt counseling service to help you get out of any trouble you find yourself in. Instead, you'll look inward and get yourself out while preserving your credit rating the best you can. Credit and debt counseling is for people who are "ok" with throwing their credit rating in the trash so they can have "someone else" manage their payments for them (since they are unable to manage them themselves). And again, as far as negotiating interest rates, you can do just as good as them or better. If you don't believe me just call any of your creditors and straight out tell them your situation. You will quickly find you don't need to be afraid of them. They just want to get paid like the rest of us.

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Want to know the insider secrets that are the key to saving your credit?

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## **Chapter 6**

### ***Insider Techniques To Raise Your Credit Score Fast***

If there is one question I'm asked by consumers more than any other about credit, it's this "What's the fastest way to raise my credit score?". My response is always the same "How much do you want to raise it?"

If you wish to increase your score from 580 to 650 then your strategy will be very different from someone wanting to go from 670 to 725. Why? Because your starting point is different which requires a different approach. Also, while the removal of negative items from a report will almost always lead to an increase in score, it's a basic concept at best. Therefore, within this article, we'll discuss somewhat inside techniques known by very few (since this is what our company specializes in publishing—our flagship product being the Credit Secrets Bible).

In relation to just removing negative items, these are techniques which you can use even if you have NO derogatory information on your credit report. We'll start with the most overlooked strategy first and that's your...

#### **DEBT to CREDIT RATIO:**

The most fraudulent belief I've been hearing for over 15 years is "I have excellent credit, I pay all my bills off in full every month!" This is a false belief for one to buy into and understanding your debt to credit ratio holds the key to getting your "credit mindset" right.

Your debt to credit ratio is your ratio of debt to total available credit you

have been extended (revolving accounts only). For example. If you have \$10,000 in total unsecured revolving credit accounts and you're currently in debt \$2500, then your debt to credit ratio is 25%. Since the main way lenders make money is by charging interest, one of the elements of the credit scoring model is driven by your ability to maintain balances and pay over time. This shows your true (long term) credit worthiness which is most profitable to lenders since they make money primarily via interest and not annual fees.

Over the years we've discovered without question that carrying the proper debt to credit ratio will boost your score faster than paying off your bills in full each month. I have argued with the Better Business Bureau on this topic and they still disagree (despite my sending them proof from Fair Isaacs own website [www.MyFico.com](http://www.MyFico.com) the organization which invented the credit scoring software used by credit bureaus).

Of course, what do you do if you're like most Americans and your debt to credit ratio is too high? For example. You have \$10,000 in unsecured revolving accounts but you owe \$8500, thereby giving you an 85% debt to credit ratio. How can you bring it down without selling everything you own? The answer is simple and takes us to the next technique which is...

### **SUB-PRIME MERCHANDISE CARDS:**

The single most cost effective (and powerful) tool for consumers to increase their high credit limit and decrease their debt to credit ratio is the use of Sub-Prime Merchandise Cards which report to one of more of the major credit bureaus.

Unfortunately, despite their immense benefits, these are the most misunderstood cards in the credit industry. A large portion of the misunderstanding is due to marketers misrepresenting the cards and the growing number of companies promoting them. When you learn how they work one quickly understands why they have been the subject of much misrepresentation.

A Sub-Prime Merchandise Card is nothing more than a card attached to a line of credit which allows you to buy merchandise from a specific vendor (usually the company that sold you the card). The merchandise (in most cases) will be purchased through a catalog or online mall.

Where the problem arises is that the cards are marketed almost exclusively to the sub prime market via email, telemarketing and direct mail etc. The reason for this is they can advertise almost irresistible offers like “\$5,000 Credit Card... GUARANTEED! No Credit Check! NO Cosigner! You cannot be turned down!” or “Unsecured \$10,000 Credit Line! Everyone Approved!”. I’m sure you get the idea...

While there are many companies which do this and are a “shady at best”, there are a few which do it legitimately and it’s the best kept secret to build your credit and build it fast.

Here’s how it works: the company approves anyone with a pulse (literally) and gives them a card for \$2,500 to \$12,500 with NO credit check and NO cosigner. However, the card is only good for merchandise through their website or catalogs and the consumer is required to put down a deposit on whatever they purchase. After the deposit is paid, the remaining balance is financed on the card.

For example. A person buys \$1,000 worth of merchandise. Their deposit is \$300 so they then finance \$700 on their merchandise card and make payments. Sound like a scam? If you say “Yes” like most people then you’re missing the point... big time.

With a legitimate Sub-Prime Merchandise Card your credit line WILL be reported to at least one major credit bureau (or more). This means if you get a \$5,000 card and you finance \$500, on your credit report it will look like any other credit card and will do three extremely important things for you.

1.) It will increase your current “High Credit Limit” by \$5,000 almost

overnight as the account “looks” like any other unsecured revolving account.

- 2.) By carrying a small outstanding balance it will positively impact your credit report by building and showing potential lenders your credit worthiness.
- 3.) With a good payment history you are virtually guaranteed to receive “legitimate” pre-approved credit offers in the future due to other lenders renting your name from the credit bureaus.

This technique is hard to beat for both cost and effectiveness. Of course, the whole key is knowing exactly which cards report to the credit bureau and offer the best rates. The only thing more effective is...

### **PIGGYBACKING:**

Despite its virtually unlimited potential, piggybacking is not used by nearly as many consumers as it should be. It's easy, effective, and extremely fast. Unfortunately, it's mostly used among parents and siblings while those who can really benefit stay in the dark.

How it works. Almost every credit card or credit account will allow the primary account holder to add on (at a later date) what's known as an “Authorized User” or “Secondary Account Holder”. In most cases, when this is done, the entire account history (retroactively) gets posted to the authorized users credit report regardless of their current age or credit history!

For example. If it's a credit card with a \$10,000 limit which has been paid as agreed for the last 10 years, then that complete history will be posted to the authorized users' credit report. I once saw a clients' credit report who used this technique with his mother. He was only 24 at the time and he had a \$15,000 Gold credit card on his report with history going back 11 years! I laughed as I thought to myself that this kid would have had to be approved when he was 13 years old for this account to be his!

As you can see, this strategy is usually only used by parents and their

children and in most cases with no regard to the benefits the children are reaping credit wise! In fact, in recent years, due to its' effectiveness, this technique has led individuals with excellent credit scores to "rent out" authorized user accounts on one or even multiple credit cards in return for a fee! I once recall seeing an ad in USA TODAY for just such an opportunity. Like most good credit loopholes, I'm sure this methods' days are numbered much like what may be the case with...

### **ADVANCED CREDIT PROFILING:**

This is a strategy while not complex, can be taken to very complex levels. Even in its' most basic form, it's taken advantage of by very, very few. It involves intentionally building your credit report in a way which creates a "profile" that closely fits the criteria of most lenders (as well as the overall credit scoring system). Again, this is a technique which can be used in a myriad of complex ways, but for simplicity I will explain it in its' most basic form.

While many consumers will boast when they have 10, 20, 30 or even 50 thousand dollars worth of credit cards on their report, many of these same people do NOT have even one mortgage, automotive loan or lease, equipment loan or a even a line of credit with a local bank or credit union. These other forms of credit create a much more well rounded credit profile for the consumer. This is achieved by showing greater credit account diversity and experience with multiple types of credit due to the various lines held.

For example. A person with \$50K in credit cards does not represent near the credit experience as a person with the same \$50K along with a mortgage, an automotive loan and an equipment lease. We have clients who have financed vehicles not because they had to (or even wanted to) but because they "needed to" in order to create a credit profile that would position them in the future to secure the lowest possible rate on a mortgage when they applied and needed it.

More complex forms of Advance Credit Profiling involve one subscribing to affluent or semi-affluent business and professional publications and organizations. These would include magazines, newsletters, trade journals and national associations. The goal is to get ones name into the databases of these publications and organizations. Why? To get on highly targeted lists in order to receive select credit offers.

Marketers of credit offers have found that simply renting names of consumers from the credit bureaus does not provide enough information about the person as a credit risk anymore. Therefore, it is speculated that many will rent a list from the credit bureau and then cross-reference this list against another list they have secured from a consumer source such as an affluent business or professional publication, trade journal or organization.

By crossing the two lists together the marketers find the names contained on both lists. This in turn provides them with one highly refined and targeted list to mail their offer to. This results in shortening the process of securing a new quality account holder thus lower the overall account acquisition cost of new accounts.

When a consumer learns how to intentionally put themselves into these databases to wind up on these refined lists, the credit building process is sped up exponentially. Of course, many would call this “highly speculative” but we have undeniable experience that it works.

### **DEPOSIT LOAN PROGRAMS:**

This is a technique so unbelievable that I myself proclaimed it had to be a scam before researching the facts. It allows the consumer (or business) to have a \$25,000 to \$250,000 loan appear on their credit report as “Paid as Agreed” by way of very creative financing. This method is extremely effective and not within the budget of most (\$750 to \$7,500 upfront). Also, because this technique takes advantage of certain banking laws, I have reason to believe it could be made unavailable at any time if those banking laws were to change. This method can be used with consumer credit files on

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SSN's as well as business and corporate credit files done on TIN's as well as Dunn and Bradstreet.

In the end, all of us need to remember that today our credit score is more important than it has ever been in the history of the credit reporting system. While credit miracles don't happen overnight, you can create your own credit miracles by applying simple insider strategies consistently over time. Before you know it, you're a proud member of the 700 Club. The "700 Plus Credit Score" club that is!

To get the full story on how to raise your credit score, get the Credit Secrets Bible™ at <http://www.credit-repair-facts.com/cs.html> The Credit Secrets Bible is *the* guide for repairing your credit and improving your credit score.

## **Chapter 7**

### ***Is Your Credit Score Costing You A Fortune?***

While some surveys show that 9 out of 10 consumers are unaware what their credit score is, I'd like to quickly share with you how your credit score could be costing you a fortune... in more ways than you can imagine. We spend a lot of time telling you how the Credit Secrets Bible can help you raise your score ... and this is great ... but it's also important to know just how bad a low score can be.

We all know a low credit score will make everything in the world of finance more expensive because of higher interest rates from lenders due to being considered a greater credit risk (i.e. higher interest rates on car, homes and credit cards). While this may be considered common knowledge by some, it's truly devastating effects are understood by few.

For example. If you purchase a \$200,000 home on a 30 year fixed mortgage at 8% interest instead of 6% (because of your credit score); that 2% is going to end up costing you a total of \$96,934.11 over the term of the loan. Now, think about how many "extra" years you'll have to work to pay off \$96,934.11 because of an extra 2% in interest?

The part few people talk about is all the other areas in life where a low score will increase your cost of living on an annual basis. For example. In addition to paying more for a car, home and credit cards, a low credit score will most likely have you paying more for the following as well.

1. AUTO INSURANCE. As many as 92% of the 100 largest personal

automobile insurers use credit information to underwrite new business, according to a 2001 study by Conning & Co., an insurance-research and asset-management firm.

2. HOMEOWNERS INSURANCE. It's thought many insurance companies see a correlation between low credit scores and increased property insurance claims. Therefore, a low score will result in higher rates.
3. LIFE and HEALTH INSURANCE. Customers who are unable to pay their monthly insurance premium thereby pass along that increased cost to the insurance company whose stuck with the bill... resulting in a loss for the company. Since customers who pay without lapse are more profitable it is felt by many that a low credit score now even affects a monthly life and/or health insurance premium negatively.

One of the more shocking areas where a low credit score will you cost you is in the area of employment. It's estimated as many as 42% of employers now do credit checks on applicants before hiring them (according to a 1998 survey by the Society for Human Resource Management).

While many employers claim they only do it to "verify" information on your application (such as where you live and where you have worked etc.) we can both assume they are taking the liberty to "have a peek" at how you handle your financial affairs as well. According to the Public Research Interest Group (PIRG) as many as 79% all credit reports contain errors — 25% of which are serious enough to cause the denial of credit (according to a 2004 report).

And that's all the more troubling in light of the increasing impact a bad credit report can have, says Ed Mierzwinski, director of PIRG's consumer program. "It's outrageous that the credit bureaus are claiming their scores are accurate enough to take people's lives and screw with them like this".

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## **Chapter 8**

### ***The TRUTH About Credit Repair...***

Have you ever wondered what companies send you when they claim you can erase your bad credit overnight? How about those ads that say you can get any major credit card 100% Guaranteed regardless of your credit?

Ads abound almost everywhere (online and off) selling books, systems and secrets to help you fix your credit in a hurry. Many of these programs have claims which read like the covers of supermarket tabloids “In 3hrs my credit score jumped from 580 to 676!”... “Erase bad credit and smash your debts with just 2 Magic Letters!”. “Create a completely new credit file in 24hrs!” Are these types of claims ALWAYS too good to be true? The answer is “Yes and... no”.

While many people would love for you to believe that the only thing that can fix bad credit is time; in reality... nothing could be further from the truth. The fact is, time is only one factor which will fix a credit report (but it's a far cry from being the only factor). How can I back this up? Easy. Under a consumer protection law known as the Fair Credit Reporting Act (a.k.a. the FCRA) the only negative information which can remain on your credit report is not what is accurate... but what can be proved as such. What's this mean to you?

It means any negative item on your credit report can only remain there if it is accurate and CAN BE PROVED AS ACCURATE under the guidelines of the FCRA. This undisputable fact presents consumers with both good news and bad news. The good news is that through the FCRA your credit

score can most likely be improved dramatically in a very short period of time with only a modest amount of effort on your part.

The bad news is that while the actual “work” will take very little of your time, it is vital that you have good information on “how” to go about it. This is the bad news; 9 out of 10 courses on restoring your credit will do nothing more than lead you into a snake pit. This is because they provide you with out-dated “Boiler Plate” dispute letters which are rarely effective. These are nothing more than form letters and... quite frankly (more bad news) the Credit Bureaus and Creditors will laugh at you if you try to use them.

While I agree with the Federal Trade Commission (FTC) that “Anything a Credit Repair Clinic can do for you legally, you can do for yourself at little or not cost”... the key element you need for success is the latest inside techniques and procedures to get the results you want. These involve strategies known as “Proof of Contract”, “Constructive Notice”, “Challenge of Procedure” or “Restrictive Endorsement” and many others.

All these terms may “sound” impressive but they are really quite simple. In the end, it is nothing more than a method of communication which exercises your consumer protection rights, gets the results you want and raises your credit score. Even more impressive, once you learn how simple it can be by doing it for yourself, you will find there is a fortune to be made doing it for others! Either way, it all starts by requesting a free copy of your credit report by visiting: [www.AnnualCreditReport.com](http://www.AnnualCreditReport.com).

This mini-book was created by Consumer Publishing Group, which publishes the “Credit Secrets Bible” (in print since 1994). For more information visit the website at <http://www.credit-repair-facts.com/cs.html>

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