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Helping Nonprofits  
Build Stronger Credit  
in their Communities



## CBA at AEO!

Wow! What a great AEO conference! We were thrilled to see so many of you there. Maybe you joined our "Credit is an Asset" pre-conference workshop? Attended our microloan credit reporting session? Our Credit Outcome Challenge breakfast? If not, [meet the winners](#) in this issue!

CBA found AEO to be an amazing forum to reconnect with CBA members, have SBA introduce our new strategic partnership, and talk to many potential members, including the more than 20 microenterprise programs that took advantage of our free needs assessment. Didn't have time? [Email us now](#) to sign up for one via phone!

We look forward to seeing you at next year's AEO conference! Before then, see you right around the corner at [CFED's Assets Learning Conference](#) in September.



## Frank Discussions

...with CBA  
Executive  
Director

Dear colleague,

I like telling and hearing stories. Especially success stories! Do you? During the Credit Outcome Challenge, we received some fantastic responses from CBA members across the country. We loved seeing how credit reporting is helping entrepreneurs, survivors, and single moms build credit and build assets -- and making their dreams come true. The best part about reading the entries is meeting the client. They bring our work and products to life! I hope you'll take a

## Celebrating Success: Sharing Great Client Credit Outcomes

In April, CBA challenged each of our members to highlight the success of one client that improved their credit with your loans and financial education. What did the Credit Outcome Challenge do?

- Encouraged members to identify and tell the story of a successful client;
- Demonstrated how far we have come in helping clients improve their credit;
- Shared new strategies to help clients;
- Helped us begin to track our collective outcomes; and
- Showed that credit building IS asset building.

CBA's Credit Outcome Challenge highlighted great member credit outcome success stories. We have been inspired by our members' fabulous outcomes and we think you will be too! For more about the challenge, [visit CBA's Challenge web page](#).

CBA thanks all 10 CBA members who entered the Challenge. The three winners showed how their clients' credit scores changed over time, tracked in detail steps that led to the improved credit score, and told us a good story!

## 1st Place (\$500 prize): UCEDC

UCEDC's Microloan program provides up to \$35,000 loans to entrepreneurs in New Jersey to help women like Robyn grow businesses like Pickle Licious! Robyn's success story timeline shows that clearing charge-offs in 2005 helped a little bit to build her credit. After 2007, when UCEDC began credit reporting her microloans through CBA, Robyn's score increased much more -- and finally allowed her to access a prime car loan.



[Learn more about Robyn's success!](#)

## 2nd Place (\$200 prize): Isles Community Enterprises

Isles' Springboard Loan program provides low and moderate income individuals in Mercer County, New Jersey up to \$5,000 to repay debts, build positive credit, and move toward future asset purchases.



Isles shared how they helped a single mother of two improve her credit score by over 100 points! Armed with an increased score, decreased debt, and newfound confidence that she could save and pay bills on-time, she moved right into her dream of homeownership.

[Learn more about Isles' Springboard Loan and their client's success](#)

moment and read about the Credit Outcome Challenge winners and their stories. They inspire me and I hope you too!

Miss the challenge? It's not too late to tell us your story! You can track your credit outcomes too. And we're still here to help you and highlight your work. When was the last time you spent some time on our website? The CBA website is full of great resources for sharing innovative and successful credit outcomes! [Click here](#) to see what others have already shared.

At the CBA office, we have just sent Ryun Miller back to his hometown of Atlanta to start an MBA program. Many of you have worked with Ryun over the past few years – and have been beneficiaries of his excellent customer service skills or received his help with reporting loans or accessing credit reports. Join us in thanking Ryun for his work with CBA and we wish him well in his academic endeavors!

But do not despair, as we are pleased to welcome Vanessa Carter as our new CBA Nonprofit Relationship Manager.

Best,

Vikki Frank  
Executive Director

## Resources

### [Credit Outcome Example: Meet Debra and Curtis](#)

Want to learn what a credit outcome looks like? Check out how Debra and Curtis build their credit with the help of justinePETERSEN.

### [Credit Builder Client Profile Survey](#)

A tool to help you understand the baseline data about your clients' credit building needs.

### [Credit Builder 5 Step Action Plans](#)

These worksheets can help you document activities that are helping your client reach his/her credit goals.

## 3rd Place (\$100 prize): Kentucky Domestic Violence Association

KDVA's Allstate Microloan Program gives survivors of domestic violence in Kentucky a way to make more from their IDA savings account. Women with at least \$200 in savings can receive a small emergency/credit builder loan secured by their IDA savings. They continue to save and start making the loan payments. At the end of the program they have built savings and credit!



[Read how KDVA helped Sharon transform her life with new economic opportunities](#)

## You Can Track Your Outcomes Too!

Is your organization routinely using credit score information as an outcome tracking tool? CBA has a great new tool to help you share your organization's successes!

Not sure? Well, get started with just one story!

What really makes a credit outcome success story stand out for us? Here are a few tips:

First, did your client's credit score improve? If so be sure to mention this! And...

- What was the initial score? How much did it improve?
- What steps did the client take to increase the score?
- Did the higher score help the client access new assets – rental apartment in a community with a good school? A car loan? A job? A business loan? Tell us what new options this client now has!
- Details! Details! Details! Including details helps make your story pop. Let your client shine through! Supply enough information about them to give an idea of who they are and what motivated you and them to want to improve their credit score.
- To really tell a great story, include a photo or a quote from the client.

**Use CBA's new Client Credit Outcome Template to help you create and share your stories.**

CBA created a template to help you tell your stories for maximum impact because we bet that you have some fabulous credit outcome stories to share.

Want to use the template?

1. Give it a try! [Download the template in CBA's website](#)
2. Ask for our help
3. Send us the finished story and we'll highlight your success on our [Credit Outcome Success page](#)

*Credit Builders Alliance (CBA) creates innovative solutions for asset building organizations that help low and moderate income individuals build stronger credit and financial access to grow their businesses and/or personal assets.*

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