

How well do you know your client?

Questions to keep in mind when completing the KYC process for Bruised Credit clients:

- What was the cause for the lower Beacon score?
- Is there an explanation if current tradelines are not repaid well?
- If there are mortgage arrears: are they current or past?
- If there are collections or judgements:** is there proof they are paid off?
- If there are consumer proposals:** is paperwork available?
- If there are discharged bankrupts:** is paperwork available?
- What is the cure for the client to remediate their situation?
- Overall, does the client's story make sense?