

# ITIN LENDING

## IMPLEMENTATION GUIDE

For a large segment of the U.S. population without a social security number, accessing basic financial services necessary to achieve financial security is often out of reach. This vast and diverse population includes immigrant workers, entrepreneurs, parents, and children. However, financial institutions committed to financial inclusion have a **sustainable and responsible solution to close this gap:**

## ITIN LENDING

*Individual Taxpayer Identification Number*

## BUILD THE CASE for bringing ITIN Lending to your community...

### MARKET OPPORTUNITY

- Learn how serving immigrant populations, including the U.S. Hispanic population – a large, **fast growing**, young, and **financially underserved** group – can be a win-win for your community and organization.

### CULTURAL CONSIDERATIONS

- Engage your organization's leadership to understand how meeting the financial needs of immigrant communities can be a **sustainable strategy**.
- **Deploy skills needed to serve immigrant communities** such as language, understanding cultural nuances, as well as creating inclusive physical and digital environments.

### FINANCIAL CONSIDERATIONS

- Show how ITIN Lending can be both **sustainable** for financial institutions and **impactful** for consumers.

### RISK ANALYSIS OVERVIEW

- Hear from experienced ITIN lenders that **managing internal risk is achievable** through internal assessments and outlining mitigation strategies.

Getting started requires **aligning strategy and the needs of the community**. The ITIN Lending Implementation Guide can help you gain an understanding of the current marketplace opportunity and **provide you with resources to create or enhance an ITIN Lending program**.



IMPLEMENTATION GUIDE

**Individual Taxpayer Identification Number (ITIN) Lending**



COOPERA / inclusiv / PolicyWorks Filene\*

TURN & LEARN

# .... see the program in **ACTION...**

Visit [filene.org/stories](http://filene.org/stories) to see how this program is impacting consumers' lives.



Sara's story @  
**POINT WEST CU**



Mariana's story @  
**WAKOTA FCU**



Samuel's story @  
**ILLIANA FINANCIAL CU**

## .... And then **TAKE ACTION.**

### REGULATORY CONSIDERATIONS

- **Evaluate regulations** applicable to ITIN Lending such as the Bank Secrecy Act, the Equal Opportunity Act, and state regulations to determine gaps in your existing policies and procedures.

### OPERATIONAL CONSIDERATIONS

- Learn how ITIN Lending is not launching a new product line, but rather **expanding access to existing products and services.**
- **Review proven best practices** to apply when you start or enhance your own program including product design, product types, staffing needs, training, operating systems and reporting processes.

### MARKETING AND OUTREACH

- **Discover the tools and partnerships available** for you to mirror with your ITIN Lending program including community partners, personalized client relationships, the Juntos Avanzamos designation, and the ITIN Acceptance Agent process.



Download this **FREE**  
Implementation Guide today at  
**[filene.org/ITIN](http://filene.org/ITIN)**

Brought to you by....



Through generous financial support  
and guidance from....