

The Rule of 16's

Studies conducted by the ACA concluded that for every 30 days an account remains dormant, it is 16% less likely to be collected.

Three reasons why this is the case:

1. Debtors are more difficult to locate and after 6 months "address forward requests" and phone numbers are dropped from the US Post Office and Directory Assistance.
2. In the consumers mind, if they have not been contacted in the first 60-90 days they think the debt has somehow been forgiven.
3. Debtor may be in the process of making a large purchase (home, car, credit card, etc) and needs a positive credit rating. Placing the negative information with the credit bureaus can greatly increase net returns. **This reason alone is why accounts should be turned over as quickly as possible.**



www.fullcrygroup.com

Full Cry Group
Post Office Box 90
Winchester, VA 22604

Full Cry Group

"Time is Money" - Benjamin Franklin



FCG

**A Full Service Third
Party Account Receivables
Management Company**



**PO Box 90
Winchester, VA 22604
540-504-0863**

Benefits

Large and small businesses alike choose the Full Cry Group to take advantage of the benefits of partnering with an outside accounts receivable team. Customer service is an important piece of your business, instead of spending countless hours trying to track down old receivables your employees can focus on new business.

FCG provides a full service third party accounts receivable management solution. Our proprietary skip tracing methodology and highly efficient technical and management systems allow us to spend more time working your accounts.

Services

Contingency & Flat Fee Programs

Free Skip Tracing

Free Credit Bureau Reporting

Client Web Access to Accounts

Monthly Receivables Reporting

National Attorney Network

Insured and Bonded

Client Training

Free Consumer & Business Educational Tool



www.AskDrDebt.com

About Us

The Full Cry Group has over 10 years experience and is properly licensed, bonded and insured.

FCG is a member of the American Collectors Association (ACA). All FCG employees and managers maintain the highest level of ethical and professional standards and agree to conduct themselves in accordance with the FDCPA, *Fair Debt Collection Practices Act*, HIPAA and FCRA: *Fair Credit Reporting Act*. All collection activity is conducted in accordance with the *Code of Ethics and Code of Operations of ACA International: The Association of Credit and Collection Professionals*.

Our state of the art data center location is SAS70, PCI and HIPAA compliant. With a system uptime of 99.5% you will have round the clock access to account information when you need it.

FCG provides a secure link for clients to view the status of their accounts, view or print reports, remit statements, report payments or balance adjustments, list new accounts, view agency notes or letters to debtors, and send messages to agency personnel. Information included in our reports can be easily imported into spreadsheet programs such as Microsoft Excel.

Educating our clients is an integral part of our service

A qualified receivables specialist is always available to answer your questions. Everyone is encouraged to call with even the most fundamental question regarding client reports or the collections process.

FCG provides a necessary service that acts as an extension to your A/R management department allowing you to focus more on your business.



Not all rates are the same

Many times someone will decide to choose an agency that publishes the lowest rate. The problem is that the lowest rate does not translate into greater returns. For example, if your company places \$100,000 with the ABC collection agency and ABC charges a rate of 40% and produces a 25% recovery rate, the net return would be \$15,000. Now if the XYZ collection agency charges a rate of 30% but only produces a 15% recovery rate, the return would be only \$10,500.

Phone: 540.504.0863 Toll Free: 877.297.2915

CALL TODAY!

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