



For Immediate Release
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Small Businesses Can Stay Profitable in Tough Times

Reputable Collection Agencies Can Provide Solutions in a Weak Economy

Marlborough, MA: May, 2009; American Profit Recovery, a [collection agency](#) based in Michigan and Massachusetts wants small businesses to know that help from a collection agency in an uncertain economy can provide solutions to navigating the rough roads to improving cash flow. It is unlikely that any business owner or operator looks forward to pursuing overdue accounts however, by changing a few internal methods as well as seeking help from a third party a small business can do well even when times are tough.

Reputable [collection agencies](#) will compliment in-house accounts receivables procedures, improve a businesses' bottom line, free up valuable staff time and strengthen recovery methods to provide improved cash flow for small business owners.

Most companies dread pursuing monies owed on overdue accounts as it typically translates into confronting loyal customers. They are often hesitant to try something new, even if it means relying on old and ineffective practices. Help from a collection agency can define the line between retrieving funds necessary to providing a healthy bottom line and maintaining good customer relations.

An effective collection agency helps small businesses with their accounts receivables by:

- **Accelerating recovery time:** An effective collection agency can act as early as 30-days on past due accounts to reach customers and remind them of their responsibility to settle their balance. Many consumers become overwhelmed when facing debt and a gentle reminder sent early can prioritize bills by placing a small businesses' invoice at the top of the pile when it is received first. This also fosters good relations with customers by helping them work out a solution to their debt.
- **Free up staff time:** Many small businesses lack the staff time to go after overdue accounts. A third-party collection agency can help you free up staff time and work on building your business, not chasing down past due accounts. If the agency offers a flat fee system, it is well worth the fee to have them resolve the debt for you.

- **Providing counsel on internal methods and future practices:** A good collection agency can help with internal procedures. By using proven methods of success, a reputable collection agency will present advice on how to improve current internal accounts receivables procedures. These techniques help companies work with their chosen agency to achieve optimum recovery results. By fine-tuning current practices, a small business will dramatically improve their bottom line and strengthen their finances.
- **Fostering customer relations:** A reputable collections team will use a respectful and diplomatic approach to retrieving overdue funds. Many [debt collection agencies](#) send demands in the mail that are received as respectful, non-threatening but urgent. Consumers prefer a tangible reminder to phone calls and can be more successful. Written demands can speed up the recovery process and preserve current and future relations with clients.

Those who seek help from a collection agency with a proven track record, a strong focus on ethics and a strong business model are able concentrate on more important business. The goal of third party collectors should be to act as a strong team behind you, helping you improve accounts receivables and retain customers.

American Profit Recovery (APR) is a collection agency with offices in Massachusetts, Michigan, North Carolina and Kentucky. Founded in 2004, APR specializes in the collection of third-party debt in industries such as medical/dental, banking, trades, lawn care and other professional services. The firm serves approximately 2300 clients.
<http://www.americanprofit.net/>

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