



American Profit Recovery's Proven Collection System

-By Joe Trafton, Senior Vice President

Is your institution looking for a more affordable way to manage DDA collections? Interested in being able to easily track collections? Need to make collections summaries easily available to the management team? American Profit Recovery (APR) has a solution that addresses these business needs and streamlines the collection process as well.

In July we announced our alliance with APR to promote a pro-active approach to overdraft collections for delinquent DDAs and loan accounts. This fully customizable solution has two implementation options to choose from; Tier I – Flexible Recovery and Tier II – Firm Recovery. Both are innovative full service collection systems that enable institutions to:



- Pay \$12 per account (COCC average)!
- Reduce charge offs!
- Further increase fee revenue!
- Improve cash flow with better collection results!
- Increase efficiencies by reducing internal collection activities!
- Lower collection costs through a low flat fee structure as opposed to a percentage of the outstanding balance!

Tier I- Flexible Recovery Solution

This seamless, cost effective solution is designed to help financial institutions recover profits quickly by taking a more pro-active approach. Early intervention significantly increases recovery rates and does so at a fraction of the cost charged by traditional collections agencies. APR uses a diplomatic approach that promotes customer/member retention and contacts delinquencies on a frequency determined by the bank or credit union.

Tier II – Firm Recovery Solution

APR understands that all financial institutions have unique accounts and collection situations where more intensive services are needed to collect profits. This is usually the result of older delinquencies, inaccurate addresses or “hardcore debtors” who simply refuse to pay. Tier two is a contingency based service that features more frequent, intense contacts by highly trained collection specialists.

APRweb

Your institution maintains control of the entire outsourced collection process. Using the fully secured, browser based *APRweb* institutions can:



- Place accounts for collection
- Easily change balances
- Update account status
- Monitor the frequency of contacts
- Track collection activity
- Establish payment agreements
- Cancel an account at any time

Activity Reports

The American Profit Recovery debt collection service eliminates the need for the internal development of summary reports. Through *APRweb* real time reports can be generated for the most current collections information. Reports can be customized to meet the need for a Board of Director overview or the more detailed summary suitable for on-going activity monitoring.

Credit Bureau Reporting

APR takes on all elements of the collection process based on the direction provided by the financial institution. Included in this service is reporting to specified credit bureaus the initiation of debt collection, activity updates and the final resolution of the DDA or loan account.

Pricing

Unlike typical collection agencies that charge a large percentage of the funds collected APR has a fixed fee schedule. Costs ranging from as low as \$5.00 up to a maximum of \$16.00 per account make outsourcing debt collections a practical and cost effective move. In addition, court and attorney fees are charged only if the money is recovered.

Contact Information

Interested in learning more about how American Profit Recovery can help your institution automate debt collection, streamline internal processes and increase recovery rates? Simply contact Andy Robinson from APR by phone (508-485-5372 ext. 207) or by email (andy.robinson@americanprofit.net)