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Reputable Collection Agencies and How to Find Them

American Profit Recovery Has Tips For When It's Time To Get Help From a Collection Agency

Marlborough, Mass. – American Profit Recovery, a [collection agency](#) based in Michigan, Massachusetts and North Carolina knows that nearly all business owners have struggled at one time or another with collecting on overdue accounts. Despite best efforts, there are sometimes stubborn accounts which may extra require time and attention to settle.

APR also knows how important it is to work closely with [reputable collection agencies](#) to not only recovery past due invoices and payments but to preserve the company's overall reputation with clients. The following traits are important to consider when looking for an effective third-party collection agency. They are also viewable in a video on the topic: <http://www.youtube.com/watch?v=VZRHVMF1vQM>

- **Reputation:** A sound collection agency will have a strong position in their industry and have a foundation built on ethics and values, diplomacy and respect. They should measure success through good relations with your clients and fine-tuning your internal collection efforts for future profitability.
- **Access to Your Accounts:** A collection agency should enable you to have view of your accounts at times that meet your schedule enabling you to maintain control over your business. In other words, they should offer client-controlled technology that enables business owners to view their accounts anytime day or night.
- **Affordability:** Although you need money from overdue accounts to keep your business operating, affording help is challenging. Find a collection agency that offers a flat-fee system with a minimal fee per account regardless of the dollar amount being collected. Although you may need to step up to a phone collection program, many people pay off a written demand first.
- **Solid Team:** Your chosen team should operate with an educated workforce who understands business and how to interact with customers. The team should also work to strengthen the communities in which they operate and have a track record of charitable giving.
- **Accreditation:** Your collection agency should be a member of The Association of Credit and Collection Professionals who subscribe and follow a Code of Ethics that ensures upstanding business practices: <http://www.acainternational.org>.

About American Profit Recovery:

American Profit Recovery (APR) is an accounts receivable management firm 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, heating oil delivery, lawn care and other professional services. The firm serves approximately 2600 clients. 1-800-711-002. The firm's web address is <http://www.americanprofit.net/>