



**Credit
Collections
Have Become
an Issue...**



Option 1

Option 2

Option 3

What are you going to do?

The bar has just been raised...

Management is looking for you to squeeze more out of receivables. You know what to do. Your staff is very capable. You decide to take care of this in-house.

It works... for a while. Then the busy season hits; a key employee takes maternity leave; and if that's not enough, IT implements a system upgrade that hurts as much as it helps. Receivables begin to slide down the priority list.

Determined, you add temps, but quickly discover you're now spending more time coaching and cleaning up the messes made by an inexperienced staff. Sales management starts to grumble. *There must be a better way.*

Consider Bessenbacher...

Gain total command with our flexible solutions. By relying on Bessenbacher for credit collections, you can focus internal resources on business-centric activities such as setting up new accounts and authorizing higher credit limits. Scale services up or down to meet changing needs. Be confident knowing collections are being handled exactly as you wish by seasoned professionals you can trust.



Option 1

Option 2

Option 3

Take it on yourself?



Sometimes you have no choice...

It's the last thing you want to do – set the legal machinery in motion to collect from a customer. Sometimes you have no choice.

You call a lawyer and chart a course of action. After investing a lot of your time getting the lawyer up-to-speed, you finally get a court date. On Tuesday you get a judgement in your favor. On Wednesday, you get the debtor's bankruptcy notice in the mail. On Thursday, you get the lawyer's bill. The problem is that, like many court settlements, it goes unpaid.

It's not the lawyer's fault - he did what he is trained to do – win court cases. And he's paid hourly. "Getting money out of people" is a specialty profession.

Consider Bessenbacher...

You need to be careful when leveraging the legal system to collect from debtors. We have a network of bonded lawyers across the county that specialize in collections. Most work on a contingency commission. They understand their role is to "get the money" – not just win court cases and rack up billable hours. In the event that there is a judgement, Bessenbacher follows up with persistent and effective techniques to collect your money.



Hire a lawyer?

Option 2

Option 3



You have your concerns...

You would be glad to have the added resources an outside collection agency can provide if they'd do things your way; if they would meld easily with your existing system and accommodate your company's unique ways of doing business; if they gave you timely reports with all the information you needed to monitor and manage the process.

You would embrace the opportunity to work with a group of professionals if they would pay for themselves by working on a commission, but not lose site of the "big picture" and long-term relationships.

You would feel confident working with a company if it had a long track record of success with Fortune 500 companies; if they would treat your sensitive data with the same care you do; and if they demonstrated persistence, professionalism and resourcefulness in their pursuit of financial solutions. However, credit collection companies like that are few and far between.

Consider Bessenbacher...

If you're looking for a team of credit collection professionals you can trust, look no further. Since our inception in 1933, we have delivered the utmost in professionalism, service and innovation. What sets us apart today is our ability to get results, our big-picture view of the process, our appreciation for long-term relationships, and our ability to deliver comprehensive, timely reports that give you the control you want and need.



Hire a collection agency?

Option 3

Give yourself the Bessenbacher advantages:



- Work with a company that learns YOUR business, YOUR system, and does things YOUR way
- Focus your internal resources on core objectives
- Deploy a Service Center to help manage busy times effectively
- Depend on a team of highly-qualified, credit collection professionals
- Have confidence knowing you're partnering with an IACC certified agency
- Put a nationwide network of bonded attorneys at your fingertips
- Exercise greater control with comprehensive, timely reports
- Get more out of your receivables by working with professionals that use proven techniques
- Pay ONLY when you get your money (competitive commission rate)
- Benefit from our free (yes "FREE") demand letter service
- Collect more by getting your interest fees
- Use a "better" credit application



Sample Reports – See What You're Getting

Services and Rates

What the Wall Street Journal has to say about us

People Make the Difference

Credibility Counts – Certifications

Credit Groups – ICE: Better Data, Better Decisions, Better Business

Not all Credit Applications are Created Equal



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