



Debt Recovery Strategies

What is it?

The alignment of Acumen! with The Collector System® Account Flow Manager to best manage valuable collection resources and achieve maximum collections at the least possible cost. Concentrating collection efforts on the most collectable accounts frees up resources to: 1) add new clients without hiring additional collectors and/or 2) reduce hard costs for current inventory levels.

By tying together collection analytics and system automation, your collectors are spending more time working the accounts most likely to pay and spending less time trying to micro-manage a less than optimal inventory. Proper resource allocation is vital in today's competitive collection environment.

Expected results

Many collection agencies are seeing increased collection dollars while decreasing collection hard costs by as much as 10%. By focusing efforts on those accounts that have the ability to pay, agencies can free up resources, and can therefore increase inventories without adding staff. We provide assistance in creating effective cradle-to-grave strategies to cover the areas of collector assignment, account workflow, and account completion options.

How to get started

Contact one of our consultants via [email](#) or at 360-260-9780 to arrange for an initial analysis and review.