

\$OLUTIONS\$

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A MESSAGE FROM DAVID A. MAGELI

Have you ever heard the term "Time is Money?" Careful account evaluation helps our staff boost their efficiencies and results. Our collection staff can often assess a consumer's ability to pay by asking the right questions during their first contact.

The accounts we receive can fall into four different bucketsgenerally speaking. They are:

- Unwilling and unable to pay.
- Unwilling and able to pay.
- Willing and unable to pay.
- Willing and able to pay.

How we work with these four categories is what is important and our staff is trained to determine which bucket they fall into.

Evaluating the account from the start of the conversation provides a way to score this account at the collector level by asking questions based upon the consumers' employment, spouses employment, debt to income ratios, mortgage payments and other bills. Knowing whether they have credit cards, how many, available balances, car payment amounts and if they have other accounts with other agencies is important information to ascertain.

Our staff spends very little time on consumers who are able and willing to pay as it is just a matter of discussing what method they would like to use to settle the account. Same is true for those that fall into the category of unwilling and unable to pay. These accounts tend to go nowhere.

We strive for our staff to work with those consumers who fall into the unwilling and able or the willing and unable categories to find solutions. Depending on our client's preferences those that are unwilling yet able may in time be referred to our legal team for further disposition. And for the category of willing and unable consumers are finding out when they may have the resources to pay the account or terms needed to pay the account off.

You see "Time is Money" and getting started correctly is the difference between success and failure. The old philosophy in collections has been dial and smile. And while this is still true, our goal is to have as many productive conversations as possible.

Have a great summer everyone. All of us who live in Michigan need to get outdoors and enjoy the summer weather.

TIPS for Getting Out of Debt

Let's be honest, most of us have been there at one point in our lives. It could be health issues, car repairs, or just going on a spending spree that we should have never undertaken. Or maybe it was taking advantage of too many credit card solicitations that have arrived in our mailbox.

Regardless of the reason we find ourselves in this trap, let's fix the problem. Here are a few tips.

1. Recognize you have a debt problem and gather all of your information. Include the name of the creditor, the account number and balance of the financial obligation.
2. Develop a bare bones budget. Living without HBO or for that matter cablevision or the Dish Network is not life threatening. You can still watch ABC, CBS and NBC with an antenna and you will save \$500 - \$1000 per year.
3. Make it a family affair to get out of debt. Choose to pay off your creditors and to save or invest your money as the priority.
4. Contact creditors if your problem is out of control. Communication is very important to each and every creditor.
5. Look for debt reduction sources. It may be a part time job or even as small as dialing down the furnace or hot water heater.
6. Start an emergency fund so you have a cash reserve so the next time you have unplanned expenses happen to you that you are prepared.
7. Develop both short term and long term goals, and write them out. Written goals allow you to focus daily on what is important.



*"Write injuries in sand,
kindnesses in marble"*

IF CHILDREN LIVE WITH.....

If children live with criticism, they learn to condemn.

If children live with hostility, they learn to fight.

If children live with fear, they learn to be apprehensive.

If children live with pity, they learn to feel sorry for themselves.



If children live with ridicule, they learn to feel shy.

If children live with jealousy, they learn to feel envy.

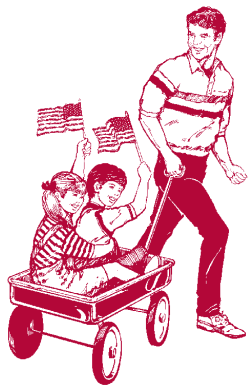
If children live with shame, they learn to feel guilty.

If children live with encouragement, they learn confidence.

If children live with tolerance, they learn patience.

If children live with praise, they learn appreciation.

If children live with acceptance, they learn to love.



If children live with approval, they learn to like themselves.

If children live with recognition, they learn it is good to have a goal.

If children live with sharing, they learn generosity.

If children live with honesty, they learn truthfulness.

If children live with fairness, they learn justice.

If children live with kindness and consideration, they learn respect.

If children live with security, they learn to have faith in themselves and in those around them.

If children live with friendliness, they learn the world is a nice place in which to live.



Status Reports

The reporting mechanism of informing you of the status of your consumer's collection efforts is an important function. We at ARS allot an immense amount of time to this activity and pride ourselves in reporting back to you this information accurately.

While the frequency of these reports vary among our clients, it is important that these reports be used appropriately. We recommend that each time you receive this report:

- Please thoroughly review it.
- Highlight those consumer's that you would like additional information on and contact Roberta or Dave to further discuss their status.
- Often you have acquired additional information on this person and by sharing that information translates this case into a successful outcome.

Am I headed for a Financial Disaster???

Signs that you are headed for financial ruin are as obvious as signs on the highway, yet many people get distracted when it comes to paying attention to them. It is possible to go from being thousands of dollars in debt to having wealth, but it takes daily discipline and the willingness to take financial responsibility. Here are some of the telltale signs that you are headed down the wrong road and a few ways that will help you make a U turn.

1. Buying groceries on credit. If you don't have enough money in your checking account to purchase food and have to use credit, then you have a financial problem.
2. Making less income than housing expenses. If you make less than your rent or mortgage payment you have a problem. Find a second job.
3. Unable to meet credit card minimum payments. When your minimum payment becomes so high that you cannot afford to make the payment, you need to consider your options.
4. Having an overdrawn checking account. Some banks and/or credit unions will allow you to be overdrawn to an agreed upon limit. Yet this is still a red flag. Make a commitment to have at least a \$500 cushion in that account at all times.

Tips that will help you save Gasoline

I cringe each time I pull into a gasoline station to fill up with the high price for this necessary commodity. I have tried several things to lessen the pain including setting my dollar limit on the purchase regardless as to whether it fills my tank. While the new standard for the price per gallon may be here to stay or even tick upward here are a few tips that may help lower the cost per mile you drive.

1. Map out your travel. Use a GPS navigator or online mapping service which makes your trip the most efficient.
2. Check your tires. Underinflated tires require more energy to roll along which eats up fuel. They can also affect your car's handling and accelerate tire wear.
3. Get your car road-ready. According to the EPA fixing a car that is out of tune or has failed an emissions test can improve gas mileage by 4 percent. Replacing a faulty oxygen sensor can boost fuel economy by as much as 40 percent. And using the wrong grade of oil can cut gas mileage by up to 2 percent.
4. Compare pump prices. Gasbuddy.com can search for best gasoline prices in an area if you have access to the Internet. Usually though prices vary widely within a few miles of each other.
5. Watch your speed. This is the most important tip. The faster you drive on the highway the worse your gas mileage will be. The difference between 55 MPH versus 65 MPH or 75 MPH impacts your costs.
6. Drive smoothly. Avoid hard acceleration and braking when possible.
7. Don't be a drag. Carrying luggage on the top of your vehicle or having a top carrier will impact the miles per gallon.
8. Avoid premium gasoline. If your car is designed to run on regular, don't waste your money on premium. It won't make your car run better and only cost you more.
9. Skip the gas saving gadgets. The EPA has found no evidence that these devices actually save you gasoline.



*Christine Helms
Achieves
One Hundred
Thousand Dollars*



Congratulations to our Senior Collector and Manager of our Integrity Consulting Group LLC in her outstanding month during March 2011 in collecting in excess of One Hundred Thousand Dollars. This is no small feat in the collection industry or in today's economy. Congratulations Christine!

SIX FINANCIAL CRIMES WE COMMIT AGAINST OURSELVES

In your lifetime, most of us will make many hundreds of thousands of dollars, yet some of us will end up broke. Oftentimes it's not getting laid off or fired from a job that determines our financial fate but our own self destruction ways of living. Here are six crimes we may commit or know of others who have committed them.

1. Listening to the financial news. Listening to the news is fine as long as you don't make irrational decisions based upon that news. Invest for the long term, there will always be market ups and downs.
2. Spending money to impress others. I would suggest you not go out and buy a whole new wardrobe of clothes because you have a new job, nor buy a new car to impress your new co-workers or boss.
3. Lending or borrowing money. Although friends sometimes need help, it's best to direct them to a financial institution when they need a loan. If you loan money to a friend, that loan may cost you a friend. And seldom does it make sense to borrow from family.
4. Banking on the future. Never spend your tax refund check in advance of receiving it. Many folks I know have done this only to discover that there was a mistake in the tax preparation and instead of receiving a refund they owe money.
5. Listening to layoff gossip. If you work in an industry that has been hard hit by the recession, one becomes extremely sensitive to the company gossip. You could make unwise financial or job decisions based on these rumors. Maybe the best scenario is to keep your nose to the grindstone and improve the company's profitability.
6. Rationalizing credit purchases. We all do it, we need a new rug to cover the hardwood flooring we just installed and we put the rug on our credit card and maybe even go as far as to buy a room full of new furniture. It's best to save for these major purchases.

"Best Practices" Collection Seminar is being planned

A half day seminar is in the beginning stages of being planned for Northern Michigan and Upper Peninsula for later this year. Craig Beachnaw will be preparing the agenda as the planning moves forward. If you have an interest now and would like further information please contact Craig by email at cbeachnaw@ar-s.net or by calling the office. The toll free number is (877)-385-5729.



Useless Information

Most common reason to hire a private detective in the U.S, is to track down a debtor.

Half of all the coastlines in the U.S, are located in Alaska.

Smokers eat more sugar than non-smokers.

The average American moves 11 times in a lifetime.

Beavers can swim a half a mile under water with one gulp of air.

Female wrestlers are also known as 'siffleuses'.

It takes twelve ears of corn to make a tablespoon of corn oil.

Ten of the tributaries flowing into the Amazon River are as big as the Mississippi River.

The three most common U.S. town names are: Midway, Fairview and Oak Grove.

The book with the longest English word in the title is: The Baron Kinkervankotsdorsprakinggatchdern.

Air Force One, costs in excess of \$181,000 per hour to operate.



ARS Mission Statement

It is the mission of Account Receivable Solutions, Inc. to understand and fulfill the needs of our client in the collection and processing of their accounts receivable. This will be accomplished by competitive pricing, focusing on value added services and utilizing the latest technology. Our goal will be achieved through employing a quality oriented team who is dedicated to our objectives and our clients' success.

MOST PEOPLE WANT TO MANAGE MONEY BETTER

Americans aren't the only ones concerned about their money skills and preparation for retirement. Approximately 89 percent of the respondents in a recent global survey conducted by ING in partnership with the ING Retirement Research Institute said they want to do a better job at managing their money. The American public were the most eager to manage money better as approximately 94 percent stated they need to do better.

The results come from a Financial Intelligence Quotient test conducted by ING to measure the financial literacy of the consumers from 10 different countries and how their level of financial literacy influences their attitudes, behaviors and emotional well-being. Approximately 62 percent of Americans scored in the basic financial literacy level, which is higher than the global average.

While ING's research reveals that 97 percent of American respondents fully understand that the earlier you start saving for retirement, the better off they will be, only 53 percent are currently saving for retirement. The reasons for not saving for retirement include not knowing where to start (29 percent), postponing getting started (23 percent), or needing help, but not knowing where to get it (18 percent).

"Account Receivable Solutions, Inc.

and

Integrity Consulting Group, LLC
are Michigan based companies
serving the healthcare community
and other businesses
of the great State of Michigan.
Doesn't it make sense to work
with those companies whose
employees utilize your services
in Michigan?"