

Business Credit News

CREDIT REPORTS 210-225-7106
COLLECTION 210-225-7106
E-MAIL: bcms@nacmtx.com
FAX SERVICES 210-225-1777
WEB SITE: www.nacmtx.com

National Association of Credit
Management of Texas, Inc
4407 Walzem Rd #205
San Antonio, TX 78218

**JANUARY 2013 Chairman: Terry Ludzenski
Holt Cat**

“The Cost Bad Debt – When it a dollar worth 74 cents?”

According to Inc. Magazine, at 90 days past due every dollar owed to you is worth 74 cents. To make matters worse, your chance of collecting that 74 cents has been reduced to 73.6%. This makes collecting according to terms of sale crucial to the success of your business.

Accounts should be reviewed for collection action if they exhibit the following signs:

1. They are no longer communicating with you.
2. They are no longer buying from you..
3. They have broken promise to pay.
4. They have extended you three times the terms granted, it is time to consider serious action.

When reviewing an outside source to send collection accounts to, make sure they fit the following parameters:

1. **Hold money in trust funds** – Collection agencies that put your collected money in their operating fund provide more risk for non-payment. If they need cash for payroll, etc. they will be using your money to finance their operations.
2. **Bonded and licensed** – This is your insurance policy that any agency that violated Credit Acts will not come to haunt you.
3. **Use bonded attorneys** – Attorneys can skip with your money. Make sure the agency forwards accounts to bonded attorneys who are members of NACM.
4. **They report to credit agencies** – Bad debt information stays on credit reports for 7-10 years. If the agency cannot collect the debt today, there is a chance that the debtor will look to clean up his/her credit in the future to pay you off.

If the agency does not have these qualifications, DO NOT send them your business. Linking your business to another operating without guidelines could put you in legal danger. NACM Collection Division meets all those requirements and more. We also carry Errors or Omissions Insurance, which protects our clients from any lawsuits brought on by perceived violations of the Fair Debt Collections Practices Act. NACM Collection Division offers Collection Letter Service, Immediate Collection, Field Chase & Resolving Accounts, On-Line Receiving & Reviewing Claims, and NSF check service. Contact us today for more information at (210)225-7106.

Day	Date	Group	Location	Time
Tues	8	Austin Construction	Texas Land & Cattle, 6007 N IH 35 & Hwy 290, Austin TX	11:30
Tues	8	Coastal Bend	Holt Cat, 1325 South Padre Island Dr, Corpus Christi TX	11:30
Wed	9	Rio Grande Valley	Victoria Palms Resort, 602 N. Victoria Rd. Donna TX	11:30
Thurs	10	SW Food Credit Group	Las Palapas, 4802 Walzem Rd, San Antonio TX	11:00
Fri	11	SA Ad Media	Teleconference Meeting 1-800-791-2345	10:00
Wed	16	Victoria Credit Group	Sky Restaurant, 236 Foster Field, Victoria TX	11:30
Thurs	17	Austin Ad Media	Santa Rita Tex Mex, 1206 W38th St. Austin TX	11:30
Thurs	17	Fuel & Lube/Heavy Eq.	Teleconference Meeting 1-800-791-2345	2:30
Tues	22	SA Construction	Las Palapas, 4802 Walzem Rd, San Antonio TX	11:30
Tues	22	Austin Construction	Texas Land & Cattle, 6007 N IH 35 & Hwy 290, Austin, TX	11:30
Wed	23	Laredo Credit Group	Laredo Country Club, Laredo TX	11:30
Thurs	24	HVAC Credit Group	Texas Air Products, 11122 Gordon Rd, San Antonio TX	11:30
Fri	30	SW Electrical Group	Onion Creek Country Club, 2510 Onion Creek Pkwy, Austin TX	11:30

NACM Business Credit Reports are “A Click Away”



Our Business Credit Reports are reliable, easy to use and a great value. We have introduced Credit Scoring on our Business Credit Reports. This free service has been added in addition to our already free “Watchdog Alert Service”.

The Credit Scoring and our Watchdog Alert which automatically sends out by e-mail or fax when any derogatory information is reported will help members by:

- *Providing a Quick Snap Shot*
- *IMPARTIAL Credit Rating*
- *Accurate and Reliable information*
- *Staying on top of accounts*
- *Notifying members of information changes*
- *Giving members more time to effectively manage their accounts*

GETTING STARTED:

All you have to be is a NACM Member to access our on-line reports. Call NACM at (210)225-7106 or 800-256-5306 to receive your password and allow us to show you how easy it is to access Business Credit Reports. There are no search fees while accessing our data and you are given the number of trade lines available on a report before you order the report.

The report trade lines come from our groups, diskettes, past due lists and trade references that our members provide to us, therefore our credit information is more reliable than trade that you have no idea where they came from.

VIEW SAMPLE CREDIT REPORT

Please visit www.nacmtx.com and go to Reports.

Why Wait? You’re “A Click Away” from Credit Scoring & Business Credit Reports