

5 REASONS TO RECESSION-PROOF YOUR DEBT MANAGEMENT PROCESSES

It's not a matter of **IF**, but **WHEN** the next recession will come.

1 RISK AND LOSS

Proactively manage credit portfolios to minimize the flow of accounts into collections by incorporating early warning systems, monitoring changes in observable risk metrics, and taking proactive actions before delinquency rises.



COST 2

Modernizing collections capabilities before the next economic downturn will improve collections performance today and in the future – significantly increasing recoveries and sustaining returns while requiring fewer new collectors later when the economy slows.

3 COMPLIANCE

Ensure compliance by removing subjective processes and automating treatment decisions and actions.



GROWTH 4

Understanding of credit-worthy customers' risk profile may also help identify opportunities to improve penetration and cross-sell of credit into the portfolio as well as identify risky customers at an early stage and proactively restrict risk exposure.

5 CUSTOMER EXPERIENCE

Every contact with a customer is an opportunity to strengthen the relationship. Improving contact data from onboarding through skip-tracing may help locate customers who are willing to pay.



Plan for the worst. Hope for the best.

Don't wait for the next economic downturn. Recession-proof your collections now.

Let's talk!