

PCM vs. Average Agency

Lower commission rates do not always result in higher returns for YOUR bottom line!

PCM

Place \$1,000 in collection accounts
PCM's historical recovery 19%
Commission fee 40%
Recover \$190

Net Gain to you \$114

Average Agency

Place \$1,000 in collection accounts
ACA's national average recovery 9%
Commission fee 20%
Recover \$90

Net Gain to you \$72

Method for Collection Account

1. Account is placed with PCM. Fee is contingent on collection.
2. Written payment demand is mailed to the consumer. Federal law permits a consumer to request proof of the debt within 30 days after the demand is mailed.
3. Account is assigned to PCM's collection representative who
 - gathers and scrubs to determine information critical to collecting the account
 - attempts to obtain full payment, or
 - establishes a satisfactory payment plan, or
 - researches the consumer's location, employment and assets, or
 - recommends assignment of the account to PCM for litigation
4. Account is reported to the three major credit reporting services – TransUnion, Experian and Equifax
5. If a consumer with assets subject to garnishment or execution refuses to pay or cooperate, PCM
 - will submit an affidavit and assignment of account to the client
 - if client does not wish PCM to pursue legal remedies, the client may return the affidavit advising PCM of its decision
 - upon receipt of the executed assignment, PCM may bring an action in court to enforce payment
 - upon receipt of the executed assignment, PCM pays all court cost and attorney fees
6. After a complaint is filed,
 - if consumer fails to appear in court and assert a defense, judgment is rendered by the court for the account principle, interest, costs and attorney fees
 - if consumer asserts a defense, client is contacted for evaluation of consumer's defense
 - if consumer's asserted defense is not valid, the case is set for trial for claim adjudication
7. If PCM receives judgment and the consumer has not paid the account or made satisfactory arrangements for payment, a writ of garnishment is issued on consumer's employer.
8. If PCM is unable to collect client's account, upon client's request, the claim will be returned to client.