

Collections Management/RZ Designs Software, Inc.
Collections Management is a complete affordable solution with the features necessary for managing your collection accounts, suitable to small and large agencies alike.
Contact: Bob Zicko, 866-857-8995
www.collectionsmanagement.net

Totality/Totality Software, Inc.
Totality is an affordable program for managing collection accounts. It is ideal for small law firms, collection agencies, and anyone tracking receivables or loans.
Contact: Evan H. Zucker, 800-286-3536
www.totalitysoftware.com

Virtual Collections

Intelligent Debt Solutions/Apollo Enterprise Solutions
Apollo Enterprise Solutions provides market leading, web-based payment and collection applications to primary creditors and third party collection processors.
Contact: Jeff H. Dickey, 949-3991000 x220
www.apolloenterprise.com

DebtResolve/Debt Resolve, Inc.
Debt Resolve, Inc., is the first company to offer Internet tools for negotiating, settling and taking payment with delinquent debtors online, in real-time.

Contact: John Grimm, 914-614-1002
www.debtresolve.com

Virtual Collection Agent/Online Resources Corp.
Virtual Collection Agent enables debtors to self-cure, online, 24/7/365 through a client-branded website. Configurable business rules determine site user experiences. Supported by a suite of powerful management tools.
Contact: Garrett Baird, 973-781-9012 x249
www.orcc.com/card/collections_agencies.asp

Congratulations to the Top 100 Collection Technology Product Recipients

Kaulkin Ginsberg Launches insideARM.com

With insideARM.com, readers and users of Kaulkin Ginsberg's CollectionIndustry.com will soon see dramatic changes. In fact, the entire site was renamed, sports a new look and encompasses news in a much more targeted method.

A bit of history. When Kaulkin Media formed in January 1999, Kaulkin Ginsberg (KG) launched its Small Business Forum and Job Placement Forum online. At the time, KG was the only Internet-

based marketing service for the collection industry. Launched later that same year, CollectionIndustry.com was designed to create an online destination for all professionals in the debt collection community, including collection agencies, attorneys, debt buyers, bank and non-bank lenders, creditors, and vendors who provide products and services to these organizations.

Since then, Collectionindustry.com has grown from 1,500 subscribers when the

site was new in 2000, to almost 50,000 today.

"We wanted to make it easier for readers to find specific topics, and provide a destination that accurately reflects the true breadth of the industry in a way that makes sense to the creditors, agencies, debt buyers, vendors and other professionals we serve," says Stephanie Eidelman, chief operating officer. "With InsideARM.com, we want to build on the community we created with CollectionIndustry.com, while integrating our trademark KG analysis into the news and topic arenas."

What's new with insideARM? The entire site is organized around specific areas by industry sector, with an emphasis in healthcare, telecom, consumer and government collections, as well as by cross-sector topics like debt purchasing and technology.

"We designed a sophisticated search engine that pulls relevant content together, so if you're reading an article about healthcare collection, there will be links to other healthcare news, plus links to find relevant healthcare research, columns, suppliers and others," says Eidelman. "There also will be a new Research area that offers decision makers access to top-shelf research and benchmarking information."

Additional improvements were made to CollectionIndustry.com's popular Job Exchange and Publications sections.

"We certainly hope that everyone who is already familiar with CollectionIndustry.com will love the new changes on insideARM.com," says Editor Patrick Lunsford. ☺

Reach greater profits with debt collection software that works!

For less than \$1 per account:

- ✓ Track account details
- ✓ Automatically calculate financials
- ✓ Improve reporting and communications

Totality is 100% guaranteed to:

- improve your cash flow
- increase your business
- reduce your overhead

Totality
DEBT COLLECTION SOFTWARE

800.286.3536

www.TotalitySoftware.com

Reader Service Card. No. 49