


[HOME](#)
[FREE MEMBERSHIP](#)
[RESOURCES](#)
[CAREER OPPORTUNITIES](#)
[E-MARKET PLACE](#)
[RESEARCH VAULT](#)
[CREDIT.NET CREDIT REPORT](#)
[D&B CREDIT REPORTS](#)
[EXPERIAN CREDIT REPORTS](#)
[EDITORIAL](#)
[SPECIAL REPORTS](#)
[WHITE PAPERS](#)
[BANKRUPTCY DATABANK](#)
[INDUSTRY RANKINGS](#)
[NEWS ARCHIVES](#)
[PRESS RELEASE ARCHIVES](#)
[INFORMATION](#)
[CONFERENCES](#)
[INTERNET RESOURCES](#)
[RELATED PUBLICATIONS](#)
[HOW TO ADVERTISE](#)
[CONTACT US](#)
[SUBSCRIBE / RENEW](#)

## Debit Cards? Gift Cards? Payroll Cards?

Get answers on the fast-paced prepaid card and stored value market.

### Study: Average Collector Recovers \$655,162 in a Year

New research from Kaulkin Ginsberg, a consulting firm to the accounts receivable management industry, shows the average collector from among 22 participating firms brought in about \$655,162 in gross revenues in the 12 months ended last June.

The figure was calculated by dividing the gross collections for each of the 22 companies that took part (gross collections are total recoveries, including payments to creditors) by the number of collectors on staff and taking the overall average.

The median gross revenue taken in by collectors during the same 12 months was \$400,774.

Among the firms that participated were Asset Management Outsourcing, H&R Accounts, IC System, MRS Associates and West Asset Management. ARM revenues of these participants averaged \$26.6 million and ranged from \$800,000 to more than \$50 million.

"The purpose of this research initiative is to give ARM companies the opportunity to benchmark themselves against their competitors," Kaulkin Ginsberg Director Paul Legrady said Tuesday on releasing recovery survey results.

© 2007 CreditandCollectionsWorld.com and SourceMedia, Inc. All rights reserved.

Please read our [Privacy Policy](#)

