

THE COLLECTOR TRIBUNE



Great Southwest Mortgage National Recovery Center
www.greatsouthwestnrc.com 866-545-4796

GSWM and the National Recovery Center begin scrubbing accounts.

By *Lindsey Osten*

After several requests from collection agencies, debt buyers, and credit granters, Great Southwest Mortgage and the National Recovery Center NRC have now begun to implement the preferred client scrubbing program.

“With this program, our clients will be able to take advantage of unbelievably low cost scrubbing”

GSWM has joined forces with a leader in the scrubbing industry. ID better known as Interactive Data, has put together pricing packages specifically for GSWM and their clients. This will cut the cost of scrubbing accounts more than half from the leading companies. Because of the volume that GSWM is able to do with its combined volume of accounts from their clients, the cost has been negotiated as a selective pricing format for GSWM clients only.

There are several different match codes available for different types of searches. For example BKO searches, or Deceased information, Social Security scrubs, spouse scrubbing, ect..... All scrubs are charged on a per hit fee schedule depending on volume for a particular month.

Based out of Atlanta Georgia, ID has been servicing the collection and credit industry for 6 years.

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According to Jennifer Hart the Director of Skip tracing Services “what really sets us aside from our competitors is our customer service, turn around time, and flexibility with our clients needs. Because we are 100% automated depending on volume our average turn around time is as quick as 30 min, but guaranteed within 24 hours. We also have the ability to match any input or output data to your fields. We offer customized Solutions for all your clients that are using your preferred client program”.

With better, faster, and more flexible service than other data scrubbing companies at a fraction of the price, you don't want to throw anymore money away than you have too.

This program and special pricings are offered to Great Southwest Mortgage clients only. You must be approved through the National Recover Center NRC to participate and take advantage of pricing, and accurate information that other companies just can't offer.

To learn more about the Preferred Clients Scrubbing Program or PCSP contact Wes Alford at Great Southwest Mortgage at 1-866-545-4796 or send him an e-mail at Wesley.alford@greatswmortgage.com



Discover Financial Services, Inc. uses Great Southwest Mortgage and the National Recovery Center NRC to increase revenue.

By *Wesley J Alford*

May 8, 2007

Great Southwest Mortgage and the National Recovery Center are proud to announce Discover Financial Services, Inc. as the latest creditor to utilize the H.E.L.P Program (Home Equity Loan Program) to increase lost revenue.

Per a signed agreement on May 7, 2007 by both Discover Financial and GSWM the two industry giants will join efforts in helping DFSI consumers consolidate their past due accounts by utilizing the Home Equity Loan Program of Great Southwest Mortgage and the National Recovery Center.

“We hope to show other creditors that GSWM has the ability, the man power, and the expertise in the

Collection industry to guide and help their customers regain control of their finances by using the equity in their homes to consolidate debt” according to Michael Garland, Production Manager of the NRC.

Mr. Garland adds “contrary to some peoples opinions, consolidating debt using the equity in your home can be a smart and positive move if handled correctly” He continues by saying “The first step in the process is helping the consumer understand what type of loan they are going to be using, and what steps they need to take in order to benefit from the program at its fullest”

There will be more ventures like this one to come in the near future. Stay tuned and have a great EOM!

Kaulkin Ginsberg, the leader in providing information, insight and access to the accounts receivable management (ARM) industry

By *Wes Alford*

With over 15 years of experience. Kaulkin Ginsberg Company is a leading provider of information, insight, and access to the Accounts Receivable Management (ARM) Industry.

Kaulkin Ginsberg Company is clearly paving the way for people in the industry to stay completely on top of the most recent changes, and at the same time providing marketing strategies for its clients to build and improve their business.

With chat boards available through insideARM, collectors, collection managers, executive personnel, and owners now have a place to network, and catch up on the latest news, and information regarding collections, and account receivables.

Ann Strong, Director of Marketing at Kaulkin Ginsberg gives more insight on Kaulkin.

“Since 1989, our team at Kaulkin Ginsberg has provided industry-leading advice, information, and expertise to the accounts receivable management industry. We help service providers succeed in their efforts to analyze, grow, and exit their businesses, and we assist creditor organizations in optimizing their receivables management strategy”.

“Services include merger, acquisition, and valuation advice; market research; debt purchase and sales advice; call center sales; operational consulting; and executive search”.

Kaulkin Ginsberg's media division publishes the most popular sources of timely industry news and information such as insideARM.com(TM) and The ARM Insider(TM). Kaulkin Information Systems provides secure, affordable document management and workflow systems.

InsideArm, the online services of Kaulkin Ginsberg, formally known as CollectionIndustry.com, was

Please see *Kaulkin Ginsberg* on page 5



WHATEVER IT TAKES—THE KEYS TO UNLOCKING A CAN-DO ATTITUDE

By Wesley J Alford

A faint but discernable dividing line separates achievers from dreamers. At first glance this line may be difficult to distinguish. You may be tricked into believing that talents, titles, or resources draw the line between the doers and dreamers. However, if you spent a significant length of time with a group of leaders, the line splitting the achievers from the dreamers would become crystal clear.

What makes the difference? Attitude. Achievers have a can-do attitude that sets them apart from mere dreamers. Achievers are sold out to success—no matter the obstacles—and they are willing to put forth the effort and pay the price of success.

In my days observing leaders, I have identified four main groups. Can you identify with any of these groups? Or do know people who fall into one of these categories?

1. **Cop-outs**
These people set no goals and make no decisions.
2. **Holdouts**
These people have beautiful dreams, but they are afraid to respond to challenges because they lack the self-confidence to overcome difficulties.
3. **Dropouts**
These individuals clearly define their goals, and, in the beginning, they work hard to make their dreams come true. However, when the going gets tough, they quit.
4. **All-Outs**
These are the stars. They want to shine out as an inspiration to others. Once all-outs have set their goals, they never quit. Even when the price gets high and the challenges mount, they're dedicated. Their can-do attitudes carry them to greatness.

Here are 10 keys to cultivating a can-do attitude.

Key #1: Disown Your Helplessness

Can-do people aggressively pursue solutions, and, in the process, uncover creative solutions others never even try to find. Can-do leaders take responsibility for the future, whereas lesser leaders blame circumstances or other people when facing roadblocks. Rather than wallowing in helplessness, can-do leaders search diligently to overcome the obstacles in front of them.

Key #2: Take the Bull By the Horns.

Can-do people are fearless. They go straight to the source of their solution. Their very effort commands attention as they wrestle a problem to the ground with expediency. I have discovered that people with a can-do attitude have aggressiveness about them. They take the bull by the horns. When they enter into the arena of action, they don't wait, they initiate.

Key #3: Enter the No Whining Zone.

Can-do people abstain from complaining. They recognize its futility and guard their minds and mouths against indulging in this time-wasting activity. As George Washington Carver observed, "Ninety-nine percent of failures come from people who have a habit of making excuses."

Key #4: Put on Another's Pair of Shoes.

Can-do people empathize with others. They attempt to see any predicament from the other person's perspective in order to make the best decisions. In my book winning with People, one of the 25 People Principles is the Exchange Principle, which says that instead of putting others in their place, we must put ourselves in their place.

Leaders see the world from their perspective and others' perspectives. They use their own perspective to give direction, and they use others' perspectives to forge relational connection. Both direction and connection are indispensable to taking the team on a successful journey.

Key #5: Nurture Your Passion.

Can-do people are immune to burnout. They love what they do because they've learned how to fuel the fire that keeps them moving. In leadership, the prize is not given to the person who's the smartest, nor to the person with the advantages in resources and position, but the prize goes to the person with passion.

Key #6: Walk the Second Mile.

Can-do people exceed expectations. While others settle for an acceptable solution, they aren't satisfied until they have achieved the unimagined. They set expectations for themselves higher than what is dictated by the people or situations around them.

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Key #7: Quit Stewing and Start Doing.

Can-do people take action. While others are crippled by worry, fear, and anxiety, they have the fortitude to press forward. The perfect moment when all is safe and assured may never arrive, so why wait for it? Can-do leaders take risks.

Key #8: Go With the Flow.

Can-do people can adjust to change. They don't get caught griping about an unexpected curve in the road. They accept transition with an optimistic outlook. They realize it's less important what happens TO them, than it is what happens IN them.

Key #9: Follow Through to the End.

Can-do people not only initiate, they finish. They are self-starters with the capacity to close the deal.

Key #10: Expect a Return as a Result of Your Commitment.

If you make an all out commitment with a can-do attitude, expect a return. Passionate commitment is contagious, and resources follow resolve. Committed leaders will reap rewards and find open doors as others are drawn to the excitement and energy emanating from them.

Company of the month

Great Southwest Mortgage is proud to present Kaulkin Ginsberg and InsideARM as our Company of the Month. With a clear vision, hard work, and consistent dedication to the Accounts Receivable Management and collection industry, they have become an outlet of information for people to gain knowledge and information about their specific jobs.

As a member since May, 2006 we have also found Kaulkin Ginsberg and InsideARM a place we can call home. All of our employees are members and love to go and learn more about our clients by the way of networking with thousands of professionals that subscribe to them as members.

As they expand on their services, we are excited to see what Kaulkin Ginsberg and InsideArm come up with next.

Congratulations Kaulkin Ginsberg and thank you for the wonderful products you provide and the service you give your clients!
Read more about Kaulkin Ginsberg at www.kaulkin.com.

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formed in 1999 is expanding with new members at record rates. With free on line memberships, there is no cost for you or your employees to join up and begin a new experience of networking within your business.

Nancy Fleming, Marketing Coordinator for Kaulkin Ginsberg explains some of the benefits of InsideArm.com

“We changed the name from CollectionIndustry.com to InsideArm because we felt that the sight had to evolve and capture the larger audience of Account Receivable Management”.

May 17, 2007 at 1pm they will be holding a collections tele conference to discuss municipalities and the functions of that sector of the business. To learn more about the conference or to participate contact Nancy at nfleming@kaulkin.com.

The most recent tool that has been added to InsideArm is a new free classified section. Here you can list and search for, everything from office equipment, to buildings and office space for sale.

InsideArm is the only online accounts receivable management company to offer this new and exciting feature to their web site.

If you are in the collection industry as a debt purchaser, contingency agency, creditor, or looking to get into the business, InsideArm and Kaulkin Ginsberg is a MUST place to involve your business decisions. Finally a company who has come full circle in their expertise of ARM!

Read more about Kaulkin Ginsberg at www.kaulkin.com.

Top Collectors of the Month

By *The NRC management team*

- *Jim Lindy*
- *Kevin Brown*
- *Joey Mayhack*
- *Michael Irizarry*
- *Stephanie martinez*
- *William Morrison*
- *Duncan Scarfo*
- *Stephanie Del Valle*
- *Larry Miller*
- *Jamie Whitlock*
- *Jeff Roche*
- *Robert Travers*
- *Melissa Johnson*
- *Anthony Wawrzynek*
- *Beth Lasky*
- *William Crago*
- *Timoth Barrett*
- *Sean Johnson*

Top Dog Award is to help Recognize collectors for their hard work and commitment in utilizing GSWM and the H.E.L.P. Program. They have closed 3 or more loans in a 30 day period.

The TOP performer for this Month is Robert Travers with 9 closed loans! \$52,386.29 in gross money collected.

“Nice Job people” KEEP UP THE GREAT WORK!

This month in History

May, 2007

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1 1960 U-2 spy plane shot down over Soviet Union.	2 1972 FBI Director J. Edgar Hoover died.	3 1886 Haymarket Affair began in Chicago.	4 1961 Freedom Ride began.	5 1879 <i>Reynolds v. United States</i> decided. Cinco de Mayo
6 1882 Chinese Exclusion Act passed.	7 1945 Germany surrendered in World War II.	8 1541 De Soto discovered Mississippi River.	9 1907 Trial of Bill Haywood began.	10 1869 Union Pacific and Central Pacific railroads met at Promontory Point, Utah.	11 1894 Pullman Strike began.	12 1950 Berlin blockade ended.
13 1846 Mexican War began. Mother's Day	14 1607 Jamestown, Virginia, founded.	15 1911 <i>Standard Oil v. U.S.</i> decided.	16 1988 <i>California v. Greenwood</i> decided.	17 1787 Constitutional Convention began.	18 1896 <i>Plessy v. Ferguson</i> decided.	19 1986 <i>California v. Ciraolo</i> decided.
20 1996 <i>Romer v. Evans</i> decided.	21 1927 Lindbergh landed in France.	22 1863 Bureau of Colored Troops organized.	23 1934 Bank robbers Bonnie Parker and Clyde Barrow killed.	24 1844 First telegraph message sent.	25 1935 Jesse Owens won four Gold Medals.	26 1924 Immigration Act of 1924 signed.
27 1997 <i>Clinton v. Jones</i> decided.	28 1539 De Soto landed in Florida. Memorial Day	29 1787 Virginia Plan presented to the Constitutional Convention.	30 1854 Kansas-Nebraska Act passed.	31 1921 Sacco and Vanzetti trial began.		



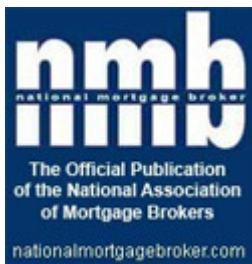
Tech Center Labs



SECURITY
TITLE AGENCY

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Where "Attitude is Everything!"



Add your logo to our news letter. 866-545-4796

To learn more about First Magnus Financial Corporation dba Great Southwest Mortgage and the National Recovery Center contact us at 866-545-479 or send us an e-mail at nrc@greatsouthwestnrc.com



