



NEWS AND RESOURCES

- [Local Business](#)
- [Local Technology](#)
- [Business Headlines](#)
- [Post 200 Report](#)

RECENT POSTS

- [Local Food](#)
- [The Morning Brief 07.04.07](#)
- [Chatting With The Bank of GTown's CEO](#)
- [The Story Behind The Marriott Story](#)
- [Thomas Heath On WTWP](#)

- [Full Story Archive](#)
- [About This Blog](#)
- [Meet Dan Beyers](#)

WASHINGTON BUSINESS

- [Six Flags Targets Families to Boost Revenues](#) (July 2)
- [Capital One Responds to Shareholder Angst](#) (July 2)
- [Geico Starts a Facebook for Motorcyclists](#) (July 2)
- [More Local Business News](#)

STOCK QUOTE

Enter Symbol [Tables](#) | [Portfolio](#) | [Index](#)

BLOG ROLL

- [Lee Abrams](#)
- [Bill Marriott](#)
- [Buzz Bin](#)
- [Greater Washington Initiative: Regional Biz Blog](#)
- [Ted's Take](#)
- [Washington Business Journal](#)
- [Post I.T.](#)
- [Faster Forward](#)

SUBSCRIBE

- [RSS Feed](#)
- [Google](#)
- [MY Yahoo!](#)
- [NEWSBURST](#)
- [Pluck](#)
- [Bloglines](#)
- [MY MSN](#)

THE WASHBIZ BLOG

By Dan Beyers and The Washington Post's local business staff

+0.18 FNM 66.67 -0.18 DJIA 13,532.67 -44.63 NASDAQ 2,643.68 -1.27

[Personalize Ticker](#) | Updated 9:38 AM, 7/5/2007 [Disclaimer](#) | © MarketWatch Inc.

Advising On A Deal

Staff writer **Thomas Heath** writes about a deal involving financial services firm **Kaulkin Ginsberg**:

My friend **Marvin Kaulkin** is a longtime Washington businessman and fellow, long-suffering fan of the Washington Wizards. Marvin and I both like a good cigar, and once in a while - not often enough - we share a smoke at our friend Mike's cigar store in Bethesda.

Marvin founded Kaulkin Ginsberg, a financial services firm in Bethesda. I can't quite put my finger on what Kaulkin Ginsberg does, which is why I haven't written much about it.

This is how the firm describes itself in an e-mail that one of Marvin's employees sent me: "As the leading strategic advisor for accounts receivable management (ARM), Kaulkin Ginsberg's services include assisting clients in the buying and selling of call center facilities. For ARM service providers, our value-add services focus on analysis, growth, and exit strategies. For credit grantors, our focus is on optimizing receivables management strategies. 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 creates secure and affordable workflow, document, and business process management technologies."

I still can't figure out what they do. But I like Marvin and find him an interesting guy. He used to run a floor installation business in Washington. He also played college basketball and has regaled me with stories of his basketball days when we go to our annual Wizards game and sit in Marvin's fifth-row seats, or somewhere close to the court.

Anyway, here is an announcement from Kaulkin Ginsberg yesterday: Kaulkin Ginsberg announced that **Receivables Outsourcing, Inc.** (ROI), a healthcare receivables management firm based in Timonium, Md., has acquired the assets, retained the collection staff, and commenced a new lease of a call center facility in Glendale, Az., from **Asset Management Outsourcing, Inc.** (AMO), a debt collection agency based in Norcross, Georgia. Kaulkin Ginsberg initiated this transaction and served as advisor to AMO.

The call center, located on West Olive Avenue in Glendale, Az., will provide ROI with a West Coast presence to build upon. The facility has up to 8,000 square feet of office space and a total capacity of 85 workstations.

Advertisement

Advertisement

SEARCH: Try Our New Search

go washingtonpost.com Web: Results by Google™ | Search Archives

[Subscribe to The Post](#)

By Dan Beyers | July 3, 2007; 5:14 PM ET | Category: [Kaulkin Ginsberg](#)
Previous: [Sale of U.S. Foodservice Is Completed](#) | Next: [Thomas Heath On The Radio](#)

Post a Comment

We encourage users to analyze, comment on and even challenge washingtonpost.com's articles, blogs, reviews and multimedia features.

User reviews and comments that include profanity or personal attacks or other inappropriate comments or material will be removed from the site. Additionally, entries that are unsigned or contain "signatures" by someone other than the actual author will be removed. Finally, we will take steps to block users who violate any of our posting standards, terms of use or privacy policies or any other policies governing this site. Please review the [full rules](#) governing commentaries and discussions.

Name:

Comments:

Preview

Submit

[RSS Feed](#)

[Subscribe to The Post](#)

© 2007 The Washington Post Company

Ads by Google

[You're wasting time](#)

Learn what collection agencies won't tell you-and you need to know
<http://collectionlawyers.com>

[Debt Collection Practices](#)

What Types Of Debt Collection Practices Are Prohibited? Know More
Blurtit.com

[Collection Agency](#)

Fast Results, Free Placement Nationwide Consumer & Commercial
www.AbsoluteCreditLLC.com