



***Kaulkin Ginsberg's vast industry experience
Helps you navigate difficult economic times.***

MANAGEMENT CONSULTING

Economic Challenges Today

Kaulkin Ginsberg's management consulting services promote the growth and success of collection agencies, debt buyers, and collection law firms operating in this challenging economic environment. While your placements or purchasing opportunities are expanding, your recoveries or liquidation rates are likely falling. As a result, your business faces increasing client demands and decreasing cash collections at the same time.

Running your business during this period takes more than basic blocking and tackling. Strategic planning and business analysis can limit your losses, or, more optimistically, maintain the growth you have enjoyed in better economic conditions.

Solutions Based in Experience

Kaulkin Ginsberg's consulting services bring nearly two decades of industry experience to bear on the pressures currently facing ARM companies. Working under confidentiality agreement, we partner with owners and executives on initiatives that give them better control of their companies. This work allows our clients to limit their exposure in the current recession and to position them for success when the economy turns.

These consulting services are provided based on ongoing conversation with and direction by you. With your direction, we participate in board meetings, planning sessions, and executive discussions to help your company position itself in light of the recession. All of these services are discussed, managed, and scheduled through weekly conference calls and include semi-annual meetings at your offices.

Services Provided:

Business Planning

We will help you prepare actionable business plans that formalize your business strategies in light of the current economy. We will work with you to define and track performance milestones for your company and measure its success relative to these goals.

Financial Modeling

We will help you prepare predictive financial models for your company based on input assumptions such as expected placements, liquidation rates, etc. These models will inform your budgets and provide benchmarks for evaluating future financial performance.

Financial Analysis

We will review your operational and financial performance on an ongoing basis and recommend changes to maximize the growth and profitability of your company. This financial analysis will allow you to evaluate the success of your business plans and prepare you for future decisions in business strategy.

Human Capital

We will help you evaluate and make improvements to your personnel policies and structure, such as management roles, staffing levels, and collector commissions. We will also conduct interviews with your senior management team and recommend changes in personnel policy that promote growth.

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Business Development

We will help you review your current pipeline of new business and recommend additional clients to pursue. We will also work with your sales and marketing managers to review the success of their outreach programs, and to recommend improvements to your positioning relative to your competition.

Market Intelligence

We will investigate and answer questions you pose such as the impact of new government regulations, the attractiveness of industry diversification, current pricing, etc. This intelligence will allow you to test your hypotheses before committing resources to specific growth strategies.

Partnerships

We will facilitate discussions between you and other ARM companies when some form of collaboration will improve your performance.

For more information about Kaulkin Ginsberg's management consulting services, please contact Michael Lamm at 240-499-3808.