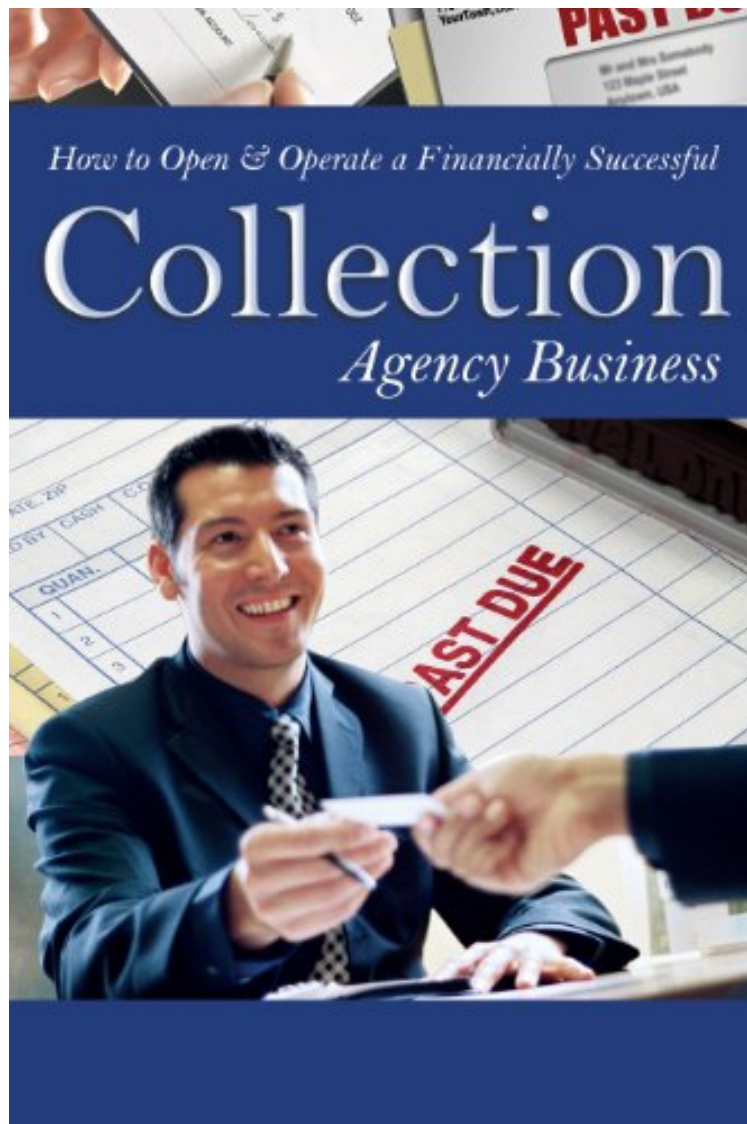


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How to Open Operate a Financially Successful Collection Agency Business (How to Open and Operate a Financially Successful...)

Kristie Lorette, Emonica Dames

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5 of 6 people found the following review helpful. decent readBy CustomerLots of information, some appeared as filler

or overkill. Very detailed more so than some of the other so called "industry experts" money well spent. I would have loved more information on buying debt and the benefits and pitfalls of doing so.

With the current economic downturn, it is becoming increasingly difficult to land the career of your dreams while maintaining a stable personal life. To combat this, many individuals are beginning to open their own businesses, so as to fulfill a professional need to be successful. Although, opening a collection agency may not be at the top of your list of businesses to start, the U.S. Department of Labor reports that the median annual income for someone in the collection industry is \$29,000 yearly and, as a business owner, the earning potential increases. This manual delivers innovative ways to streamline your business and presents new ways to make your operation run smoother and increase performance. Whether you will be operating out of your home or you are looking to buy or rent office space, this comprehensive guide can help you with a wealth of startup information. In addition, you will learn about basic cost control methods, copyright and trademark issues, branding, management, sales and marketing techniques, and pricing formulas. How to Open Operate a Financially Successful Collection Agency Business will teach you how to build your business by using low- to no-cost ways of satisfying clients, as well as ways to increase sales, and thousands of great tips and useful guidelines. More importantly, this book contains the most up-to-date information on the Fair Debt Collection Practices Act and other laws regulating the industry today. The companion CD-ROM is not available for download with this electronic version of the book but it may be obtained separately by contacting Atlantic Publishing Group at sales@atlantic-pub.com. Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed. This Atlantic Publishing eBook was professionally written, edited, fact checked, proofed and designed. The print version of this book is 288 pages and you receive exactly the same content. Over the years our books have won dozens of book awards for content, cover design and interior design including the prestigious Benjamin Franklin award for excellence in publishing. We are proud of the high quality of our books and hope you will enjoy this eBook version.

About the Author Copywriter and marketing consultant Kristie Lorette is passionate about helping entrepreneurs and businesses create copy and marketing pieces that sizzle, motivate, and sell. It is through her more than 14 years of experience working in various roles of marketing, including running an event and wedding planning service of her own for four years, that Lorette developed her widespread expertise in advanced business, marketing strategies, and communications. Lorette earned her B.S. in marketing and B.S. in multinational business from Florida State University, and her M.B.A. from Nova Southeastern University.