

TheBiz

Credit & Collection News

Premier Issue



January, 2001

Volume 1 Issue 1

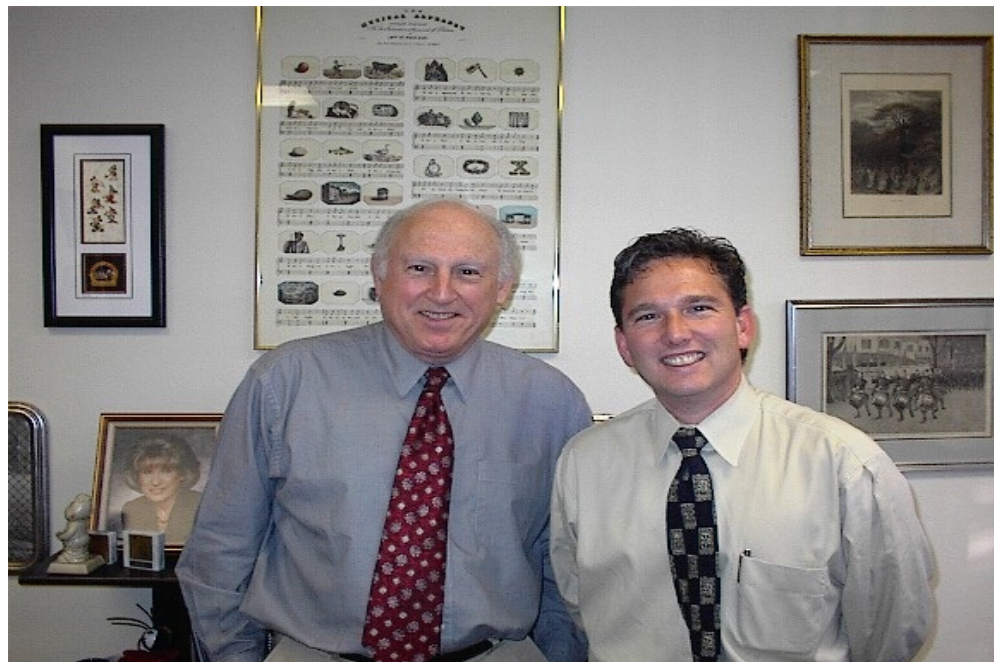
Caine & Weiner Names New President

Executive Vice President, Greg Cohen To Lead Management Team Into Next Millenia.

Van Nuys, CA-- Robert E. Caine, Chairman and Chief Executive Officer of Caine & Weiner Company, Inc. recently announced the appointment of Greg A. Cohen to President and Chief Operating Officer. In announcing Cohen's promotion, he said the move to elevate his position in the organization was designed to strategically enhance Caine & Weiner's position in the marketplace.

Caine and Weiner, one of the leading accounts receivable management companies in the country, posted new assignments last year in excess of \$100 million.

Under the new alignment, Caine said that fully staffed sales and collection units will be maintained at each branch location.



Robert E. Caine, Chairman and Chief Executive Officer congratulates Greg A. Cohen on his promotion to President and Chief Operating Officer of Caine & Weiner, Company, Inc.



Do Attorneys Confuse You?

Do you know the difference between an interrogatory and a deposition?

Unless you're an attorney you probably don't.

A recent study by Caine & Weiner found that most people find the legal process confusing.

We did something about it! We created a pamphlet that explains it in plain English! The easy to read pamphlet navigates you through the legal maze from filing the lawsuit to the trial and judgment stage.

For your free copy
Call
818-908-2121
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www.caine-weiner.com

Fico Scores Available To Consumers Over The Internet

Pressured by pending state and federal regulations about disclosing how credit scores are used in lending decisions, Fair, Isaac & Co., Inc., is making FICO scores available via its website to individual consumers along with an explanation of the score and credit report on which the score is based.



The move is a significant because FICO scores are the most widely used by creditors in making the vast majority of lending decisions. Some in the industry fear disclosure will lead to more regulation of the use of credit scores as the consumer bar takes more notice of the issue.

“Legislation is now looking more and more imminent at either the state or federal level, says Craig Watts, Fair, Isaac’s Consumer Affairs Manager. “So our thinking is that if score disclosure is going to be required outside a lending decision then consumers will need the best possible explanation of that score. We’re proposing a web-based service”, said Watts, who says pricing for the service hasn’t yet been determined.

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“With this plan”, he said, “We’ll create greater uniformity of operation, flexibility and implementation, providing us with an organization geared to dynamic growth while maintaining our high level of quality of service.”

Cohen, who has been with the organization for 12 years is tailor made for his new position. Under his watch Caine & Weiner’s sales have skyrocketed. “Moreover”, said Frank Draper, Caine & Weiner’s Marketing Director “ He invested heavily in state of the art technology, developed new marketing strategies, beefed up the middle management team and strengthened the corporate infrastructure.”

“With this plan we’ll create greater uniformity of operation, flexibility and implementation, providing us with an organization geared to dynamic growth while maintaining our high level of quality service!”

*Robert A. Caine
President & Chief
Executive Officer*

Born in Brooklyn and raised in Southern California’s San Fernando Valley, he received his education at San Diego State University. After college he worked in the Credit & Operations Department at Bugle Boy where he met his wife Chris.

Today 11 years later, when not in the office working 14 hour days, his time is spent with Chris raising sons Zac, Jake and Mathew in the same Valley where he grew up.

Personnel & Training

Motivating Employees In Non-Monetary Ways!

1. Regularly make a few collection calls yourself to stay in touch with the nuts and bolts of the business.
2. Serve up kind words piping hot. In other words, spontaneously respond when you notice an employee who has been noticed working above and beyond the call of duty.
3. Offer opportunities for employees to become in-house consultants or experts at what they’re good at. Perhaps the employee who constantly handles problematic callers with finesse can share their top techniques in a staff meeting.
4. Ask staffers and line supervisors what rewards and perks actually are motivating. Perhaps employees find “employee of the month” embarrassing but covet a close-in parking space.
5. Make sure that work teams celebrate the achievements together. Instead of just noting that a group has exceeded a goal, for instance give them a pizza party, a catered lunch or group activity to reenforce solidarity.



Debt Takes Its Toll on The Body!

A recent study published in the Journal of Social Science and Medicine showed that people with a larger proportion of their income tied up in credit card debt also showed higher levels of physical impairment.

“As far as we know this is the first time someone has empirically linked the fact that your stress related to your debts can also be linked directly to bad health outcomes”, said Paul Lavrakas, study co-author and Director of the Center for Survey Research, Ohio State University, Columbus.

Researchers who contacted 1,036 Ohio residents in two telephone surveys found that people who reported higher levels of stress about their debts were more likely to have health problems than people with smaller debt loads.

In the study researchers asked respondents to rate their health on a scale of very poor to very good. The respondents also rated themselves on a scale of physical impairment measuring how difficult it was for them to do such things as climbing stairs or carrying groceries. The health measures were compared with the responses on a debt stress index designed by Lavrakas and to other factors including the amount of credit card debt, how many charge cards a person uses and whether they carry a balance forward month to month.

The only factor related to health was the ratio of credit card debt to total income. Lavarkas reports that ratio is a more accurate measure than just income of whether a person is

New Website Launched

In keeping with Caine & Weiners growth strategy, their all new website was recently unveiled.

“We put a lot of work into the new site”, commented Bob Caine, Chief Executive Officer, during a recent interview. “Our new site was designed to reflect our commitment to meeting the needs and expectations of our clients”, he said.

The new site was carefully created so that visitors can quickly access the information they’re seeking.

One of the features includes a resource page, helpful website links, customer service resource and a page that enables internet placement of accounts for collections. Within the next 30 days, said Caine, “Our clients will be able to access the status of their accounts through our website.

Visit our site at: www.caine-weiner.com

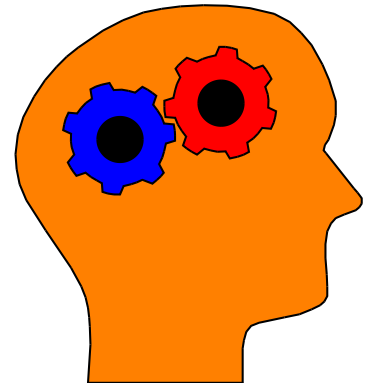
Living within his or her means, he said.

Lavarakas adds that even looking at the debt-to-income ratio doesn’t always tell the whole story about how debt can compound your rate of stress.

For example one person may earn \$100,000 a year and have a \$20,000 credit card debt while another person earns \$10,000 a year and has \$2,000 racked up on his or her credit card. The debt-to-income ratios are the same in both cases but the poorer person is much more likely to feel extremely stressed because of a greater inability to deal with the debt..

Robert Preidt
The Daily News

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