

THE CREDIT TIMES



December 2017

A Publication of The Commercial Collection Corp. of NY, Inc.

Season's Greetings from our President



Where has the time gone? While certainly a cliché and often said, it is very true! 2017 seemed to pass by quickly. It seems it was just yesterday that I was writing my annual letter to you in this very publication. Plus, the thought of beginning a very rewarding career with Commercial Collection over 31 years ago is unfathomable.

It boggles my mind to think of the ways so many things have changed over these years. From the methods used in collections, and the technology used to communicate with our clients, to the laws that change the way we are allowed to do business and the applications used to hire new associates. There has been such a dramatic difference in the way we do business. I could list a litany a mile long as I sit here and write this message with pen and paper rather than using my computer.

Yes, I am a dinosaur in some ways and forced to be open minded in so many others, with ideas of the present and looking to the future. However, the one thing that hasn't changed is CCC's steadfast pledge to bring you our best service every day. That commitment raises the bar in our industry. We strive every day to change what isn't working for you, and vastly improve the processes and procedures that are currently in place. We always welcome your input and I'm only a phone call away with any concerns you may have.

On that subject, one of the best aspects of my job is traveling into the field to meet so many of you. Whether it's at a convention or visiting you in your hometown, I always welcome the opportunity to put names with faces. The privilege to thank you for being a loyal partner is never taken for granted. It's always a perk for me to come back to our office and relate to our staff just how pleased you are with the service we provide.

As 2017 comes to a close I see many opportunities and continued growth ahead. Our challenge for 2018 is to continue to provide you with the best service possible, which will allow you more time for the many hats you wear and the assurance that there is no need to worry about the task you have charged us with.

From our family to yours, we wish you a very happy holiday and hope the year is filled with good health & much happiness. Thank you again for everything you do.

Joseph Grieco
President
The Commercial Collection Corp. of NY, Inc.



Congratulations to Lewis Barbo from Blackman Plumbing Supply, Inc. & Jimmy Throckmorton from Securitas Electronics Securities on winning an Echo Dot in our drawing.

Make sure to enter this month's drawing by using your Special Placement form. For every claim you place you will be entered for a chance to win one of two Echo Dots.

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Management Team

Robert Ingold
Chief Executive Officer

Joseph Grieco
President

Judith Mattioli
Sr. Vice President

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VP-Controller

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VP of General Collections

Darlene Evans
VP of Operations

Bryan Rafferty
VP of Legal & Marketing

Frank Vecchio
VP of Collections

Valerie Ingold
VP of Outsourcing

Chad Haynie
Director of Business Development



Three Reason's To Notice

By: Chad Haynie

Most states require that contractors, material suppliers, and other parties involved with construction projects send a preliminary notice if they want to protect their lien rights. Failing to send a proper, accurate notice can easily result in the forfeiture of a mechanics lien or bond claim. In addition to protecting your lien rights, here are three strong reasons to consider noticing your customers:

- **Be Visible**

Sending a notice helps to inform the leadership on a project of your involvement. You might be thinking, "Of course they know I'm involved!" but it's rarely that simple. If you were hired by the general contractor or another third-party, it's very likely the property owner has no idea what your role is on the project and how much you expect to be paid. This problem is compounded when there is a large project that may have dozens of tiers of hiring.

- **Get Paid Sooner**

Sending a notice prioritizes your invoice and in many cases motivates an accelerated payment or a prioritized payment. Vested parties will typically want to prevent a lien from being filed which may hold up the project completion.

- **Save Money**

Sending a proper notice can help prevent you from incurring the additional cost of filing a lien. In fact, a very small percentage of accounts that are noticed ever require the lien to be filed. This small investment upfront is a wise strategy to help your organization save the cost of filing a lien or chasing a bad debt through a collection agency or the court system.

These are three strong reasons to consider partnering with an experienced notice company. For more information on how CCC of NY can help you protect your interests by filing notices please contact:

Chad Haynie, Director of Business Development, CCC of NY at: chaynie@commercialcollection.com or 800-873-5212 ext. 307

Believe It or Not

Another year is coming to a close. Below is a list of events CCC of NY has already confirmed that we will be attending in 2018!

CRF Credit & A/R Forum - March 2018
NACM Credit Congress & EXPO- June 2018
CRF Credit & A/R Forum & EXPO - August 2018
CRF Credit & A/R Forum - October 2018

If you are attending any or all of these functions, please let us know.



For more information on any of CCC's services...

3rd Party Collections

Business Process Outsourcing (BPO)

Mechanic's Liens

UCC Filings

Credit Reports

Please contact Chad Haynie at 1-800-873-5212 or E-mail chaynie@commercialcollection.com

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