

THE CREDIT TIMES



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

Strategic Alliance Elevates Agency Certification

The landscape of certified collection agencies is in the process of change. The International Association of Commercial Collectors (IACC) and the Commercial Law League of America (CLLA) have formed a strategic alliance, which will include the production of a single premier certification program for commercial collection agencies that elevates professional standards while limiting duplicative efforts. CLLA and IACC will also collaborate on legislative initiatives that are of mutual importance to both organizations' members. Robert Ingold, owner of The Commercial Collection Corp. of NY Inc., was elected to chair the associations' Strategic Alliance Advisory Committee.

Since 1895, the not-for-profit, Commercial Law League of America (CLLA) has connected experienced attorneys with credit grantors, lending institutions and other commercial credit, bankruptcy and general finance industry members through networking, education, legislative advocacy and specialized legal services. The association's members include attorneys, collection agencies, law lists, judges, accountants, trustees, turnaround managers and other credit and finance experts. With about 350 commercial collection agency, associate, law list and affiliate members, The International Association of Commercial Collectors Inc. (IACC) is the world's largest international trade association for commercial debt collection professionals. Headquartered in Minneapolis, IACC serves members throughout the United States and in 35 other countries worldwide. Members of IACC recover millions of dollars annually for their clients and provide valuable assistance to credit departments in controlling mounting debts.

The Strategic Alliance between the CLLA and the IACC strengthens the commercial collection agency certification process and will raise the level of service provided to the credit community.

Excerpts provided by insideARM.com



The Commercial Collection Corp. of NY, Inc. is pleased to announce the promotion of **John Chotkowski as Vice President - General Collection Manager.**

John joined the company in 1993 as a Junior Account Executive. For the past 21 years, he has been a valuable part of the success and growth of CCC.

All of us at the company congratulate John and wish him success in his new position as Vice President-General Collection Manager.

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Management Team

Robert Ingold
Chief Executive Officer

Joseph Grieco
President

Judith Mattioli
Sr. Vice President

Patricia Stelter
VP/Controller

John Chotkowski
VP - General Collections Mgr

Susan Landel
VP of Collections

Darlene Evans
VP of Operations

Bryan Rafferty
VP of Sales

Frank Vecchio
VP of Legal

Valerie Ingold
VP of Outsourcing



Q & A

Q: We had a customer that has been struggling to pay for quite some time. We have called, written, offered to meet with them, but nothing has brought them forward with voluntary payment. Then, we received a notice that the corporation has filed for protection under Chapter 11 Bankruptcy. Are we done?

A: The first thing to do is to check the Bankruptcy notice and file the appropriate proof of claim to protect any distribution that the Bankruptcy proceeding may yield. There is no guarantee how much the distribution to unsecured creditors will be once a proof of claim is filed. The Bankruptcy court has to then confirm a plan of reorganization, which is submitted by the debtor. The process of the court confirming the plan could take up to a year but your interests will be protected as long as your proof of claim is filed and accepted within the court appointed time period.

The next step is to review the Credit Application you have for this customer to determine if the debtor signed a Personal Guaranty. If they have, then you just may be in luck. The fact that the debtor filed for protection of the corporation under Chapter 11 Bankruptcy does not preclude you from pursuing the money owed to you from the individual guarantor. This of course does not guarantee that the debt will be paid but at least you have an alternate avenue to pursue the balance while still having your interests protected through your proof of claim that you filed with the Bankruptcy court. In line with the personal guaranty, most security instruments such as liens, UCC's and cross corporate guarantees can also provide additional avenues to pursue in most cases. The only entity or person(s) that are off limits to collect from would be the ones listed on the Bankruptcy notice.

This is not legal advice. The response provided is to show that there are potentially more options available to pursue when a corporate entity files Bankruptcy.

If you have any questions regarding this topic, feel free to contact us for additional information at any time.

Submit your credit questions and/or opinions to Frank Vecchio at fvocchio@commercialcollection.com



Believe It or Not

The 2015 NACM Credit Congress is coming fast!

This year it will be held in St. Louis, Missouri at America's Center from May 17-20, 2015. E-mail brafferty@commercialcollection.com if you plan on attending.



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

3rd Party Collections
1st Party Collections
Mechanic's Liens
UCC Filings
Credit Reports

Please contact Valerie Ingold at 1-800-873-5212 or E-mail vingold@commercialcollection.com



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