

BNI – IBC Chapter Business Biography
Shelly Arens

Contact: Shelly Arens – Account Collections
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Company: TekCollect 866-652-6500
871 Park St., Columbus, OH 43215
www.tekcollect.com

Service: TekCollect was founded on the philosophy of offering business owners a better alternative to conventional collection agencies. Our clients save up to 75% of what conventional collection agencies charge. And our recovery ratios are the highest in the industry. Our service is completely web-based for the most convenient, real-time account management solution available. TekCollect's comprehensive suite of products and services includes: First Party Billing, Contingent Collection Services, Commercial, Consumer, Outsourcing / Cure Programs, Inbound / Outbound Call Center Services, Fixed Fee Recovery Programs, Early Out Programs, Fulfillment Services, Customer Service, Telemarketing, Asset Searches, Litigation Processing

Service Area: Statewide, regionally and nationally

Target Market: Any company that invoices or extends credit to their clients or customers.
Examples: Medical/Dental offices, Attorneys, Municipalities (city utilities), Education – public and private schools, colleges and universities, contractors

Best Type

Of Referral: Companies that have accounts which are overdue on a regular basis. Perhaps 3-4 accounts per month become past-due. These companies would like to retain their clients but collect the overdue balances.

Affiliations: Rainmakers, BNI, Smaller Indiana

Cut and paste elntro:

Shelly Arens: TekCollect – Accounts Receivable Collections

Shelly can help you improve cash flow by implementing TekCollect's proven system of collections. TekCollect was founded on the philosophy of offering business owners a better alternative to conventional collection agencies. Their clients save up to 75% of what conventional collection agencies charge. And their recovery ratios are the highest in the industry. TekCollect's service is completely web-based for the most convenient, real-time account management solution available.

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The PAIN: Clues to recognizing opportunities to make a referral

- * I've got several accounts that are slow paying
- * I may have to take some of my customers to court to get paid
- * I'd love to buy (your product or service) but I'm really strapped for cash right now
- * Our organization will have to make some more cuts in the budget. We just don't have the funds coming in.