

Angles



Hunt 'em down!

Every time Joe Smith tries to buy a new sofa, moves home or even submits a lonely-hearts advert, he leaves a mile-long paper trail. Which is bad news for him – but excellent news for you!

By leaving a trail of applications for credit, voting registrations and many other means of proof, debtors make themselves easier to track down and recover funds from. Used hand in

hand with a recovery facility, tracing debtors that have previously been regarded as unobtainable can deliver up to an 80% success rate.

Even if they have avoided the voting register, the easiest way to find an absconded debtor, there are still various legal ways to trace them, amongst which are;

Living as Stated – Once instructions are received, this method allows you to confirm that the debtor is still “Living as Stated” at the address supplied.

Employment – This type of report is specifically designed to confirm the debtor’s current employment status and whether or not their employment details would be classed as “attachable” or “non-attachable” within the recovery process.

Tenant Check – Tenant check reports are aimed at authorities and organisations that deal with rented accommodation. Applications can be verified before they are granted, bad payers investigated and any bankruptcy or CCJ information found. (Also available with a Public File Information Search).

Property Ownership – This report will confirm whom the property in question is registered to with the Land Registry in England & Wales, along with details of the date and purchase price.

There are many other trace reports that can be obtained, and the above is just a brief description, but when Mr Smith is leaving his trail, shouldn't you be following it?

If you would like further information on these and other trace services available to you, please contact Laura Geall on 0845 404 1544 or email lgeall@incasso.co.uk.

INSIDE THIS ISSUE

PAGE 1
Hunt 'em down!

PAGE 2
Welcome to the WWW!

PAGE 3
Deep-fried Soul

PAGE 4
Spotlight on Team Frost

Welcome to the WWW!



In 2004, Incasso employed the talents of web-design company, Freestyle New Media to re-design our website, and in January 2005 we unveiled it's new look – and to date have attracted over 15647 visitors.

The new website has been specifically designed to help any current clients and to inform any prospective ones about the services that Incasso can provide.

Stephen Lovell, Account Director at Freestyle New Media explains the initial specifications, "With people using the web more and more to influence their decisions, Incasso needed to take control of the information that their site displayed.

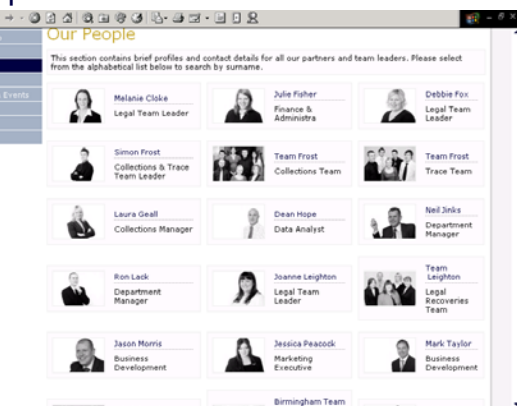
The new content managed site we built for them enables them to update it as soon as they need to ensure it's always up to date. The new design reflects the companies professionalism and qualities while providing simple and effective navigation that enable the user to find what they want fast."

The website is split into easy to use pages, including;

Homepage – This page contains any breaking news about Incasso, and relevant industry news. It also contains the link for current clients to access the extranet facility and review their cases.

Our People – Contact and biographical details on all Team Leaders and Management are available on this page. You can also see the teams that are working for you, with easy links to contact them.

Our Services – This page contains full information on each step of debt recovery, along with quick links to the people that deal with these services within Incasso, and any related industry publications.



Publications & Events – All forthcoming hospitality events and training seminars are displayed here, along with photos and news from any past events. All Incasso publications are also displayed here, ranging from newsletters to changes in relevant acts and laws.

The Incasso website is there to help and advise you with any aspect of debt recovery - so log onto www.incasso.co.uk and take a look!

If you would like any further information or help regarding the website, please contact Jessica Peacock on 0845 404 1630 or email, jpeacock@incasso.co.uk.



Deep-fried Soul & Chips

Incasso are pleased to be hosting a Casino Night on 10th November 2005, at the Marriott Hotel, Leeds. With American Roulette, Blackjack and a very special

performance by “The Commitments”, it promises to be a fabulous night.

If you would like to receive an invitation to join Incasso for a bet (fun money only!) a drink and a dance, then please email jpeacock@incasso.co.uk.



Building a future together

Incasso are delighted to announce the recent signing of a contract, to provide receivables management to S&B Building.

The contract is the result of 18 months of discussions, commencing with S&B Building being the first customers to use Incasso's newly launched consultancy service. The initial results from this service and the feedback S&B Building received from our consultants led to the appointment of Incasso as a credit management solutions provider.

S&B Building, a Leeds-based building contractor, have decided to move away from factoring, and following advice from Ron Lack and Lesley Berner-Hope, are now instructing on invoice discounting and outsourcing their receivables management to Incasso.

Lesley Berner-Hope, Senior Business Consultant at Incasso, commented on the new contract;

“Whilst it has taken 18 months of constant communications to secure this receivables contract, it has also allowed us to build a strong and lasting relationship with S&B Building.

Conducting the consultancy project allowed us to see where improvements could be made to benefit the business, and although our feedback advised S&B to venture into invoice discounting, we are thrilled that they have chosen Incasso to venture forward with.”

Ron Lack, Department Manager, also commented; “ We have worked closely with S&B Building for over 5 years now, during that time they have had considerable success and growth. But with that growth came the frustration of factoring.

We are delighted to be working even closer with them and will help to contribute to their future growth without the frustrations they have encountered in the past.”

If you would like further information on the consultancy service, receivables management or invoice discounting, please contact Ron Lack, on 0845 404 1532 or rlack@incasso.co.uk.

Spotlight on... Team Frost (Collections and Trace)

Simon Frost, Team Leader – Simon started in Incasso 6 years ago, as an Administration Assistant, before rising to Team Leader three years later. He enjoys cooking at home – and spends a lot of time at the gym to counteract the results. Simon's main ambition is to appear in Coronation Street – especially in a scene with Fred Elliott!

Donna Banville – Donna has been a Senior Recoveries Executive within Incasso for 5 years. Eating out and socialising are her favourite pastimes, but both are going to be put on hold when she becomes a mum for the first time in August.

Lisa Cheng – Lisa has worked as a Senior Recoveries Executive for the past 3 years within Incasso. She enjoys socialising and shopping, and has recently been on a six-week secondment in Legal Recoveries to see how the other side of the office lives!

Chris Dent – Chris has worked as a Recoveries Executive for Incasso for the last 9 months. His hobbies include football, reading, films, music and improving his golf swing at every opportunity.

Katie Gallagher – Katie has worked as a Recoveries Executive for 2 years within Incasso. She enjoys socialising and spending far too much money, and Incasso are witnesses that she never has the same hair colour two months in a row.

Liam O'Shea – Liam has worked as a Trace Executive within Incasso for over 3 years. He enjoys socialising and Japanese Art House films in his spare time, and is always the person in Incasso to go to for the gossip!

Neil Banville – Neil started at Incasso in the collections department, and then moved into trace, where he has worked for the past 4 years. As well as being a Leeds Rhinos fan, he has the unfortunate luck to support Leeds United!

Oliver Hemingway – Ollie started work for Cobbetts 2 years ago in the Post Room, and has since moved into Incasso's Trace Team as a Trace Executive. A keen artist and photographer, Ollie is also training to become a tattoo artist in his spare time.

Daniel Fox – Dan started working as an administration assistant for Incasso 8 months ago, before recently moving into trace. His hobbies include football and music, and as this is his first full-time job, it's good to see that Team Frost haven't scared him away!



If you have any questions regarding this newsletter or would like to discuss anything further please contact Jessica Peacock, on 0845 404 1630, or email jpeacock@incasso.co.uk

Incasso

Trafalgar House
29 Park Place
Leeds LS1 2SP

One Colmore Square
Birmingham
B4 6AJ

Tel: 0845 404 1999 Fax: 0845 404 1998 DX 14085

Email: enquiries@incasso.co.uk

www.incasso.co.uk