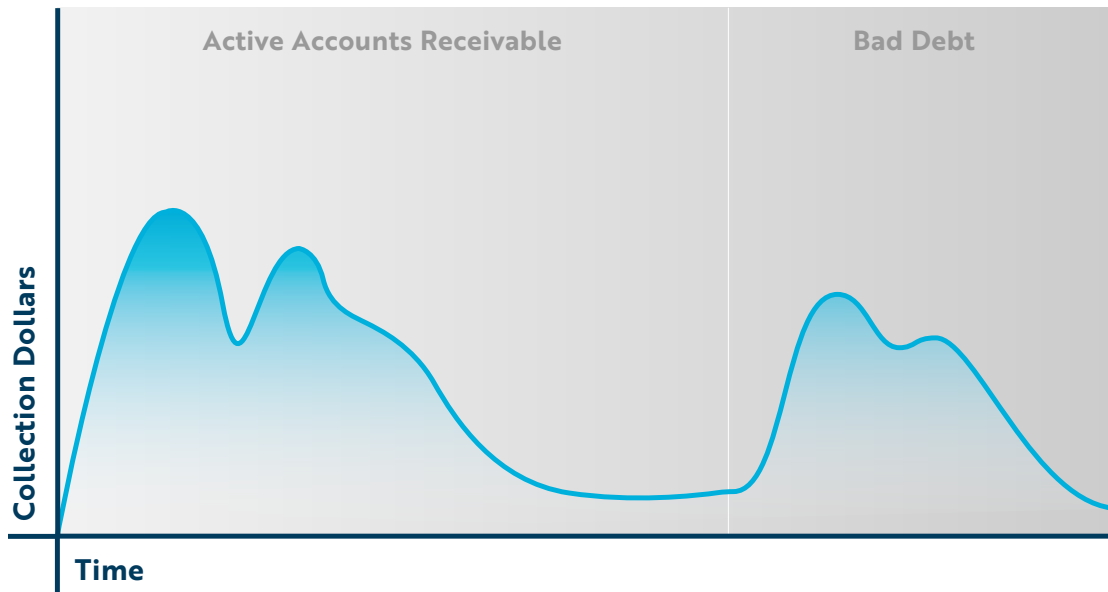


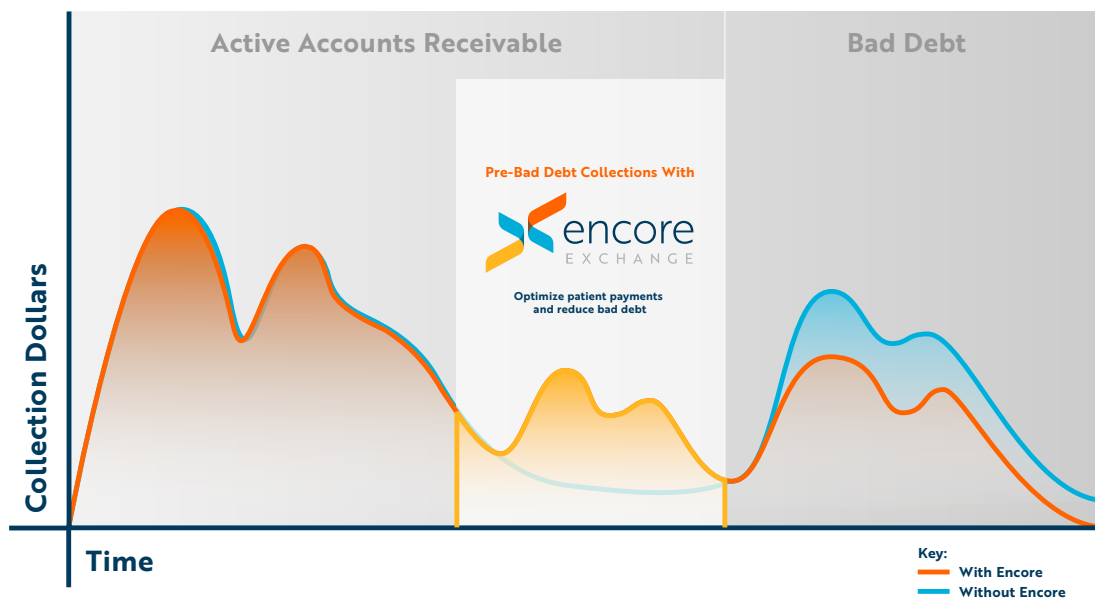
PRACTICAL APPLICATION



When accounts are placed with an agency in bad debt, generally there is a spike in collection dollars, as debtors respond differently to the efforts of a collection agency. However, the rapidly increasing cost to collect contributes to a significant loss in potential revenue.



Encore Exchange increases collection results while accounts remain active in Accounts Receivable (AR). The low, per account fee allows dollars to be recovered at a dramatically lower cost than the contingency fees traditionally paid to bad debt agencies.



PRACTICAL APPLICATION

