

SLATER BYRNE

RECOVERIES

Slater Byrne Recoveries Pty Ltd (SBR)

Combining decades of experience in Debt collection, Commercial litigation, Banking and Finance, Insolvency and Credit, the directors of SBR have created a very simple business Model in recovering debts.

Having seen the insides and operations of numerous debt collection agencies and Law Firms, SBR offers a debt collection service that makes you a partner of SBR. The best result for any client in debt collection is when the debt collector has to earn their income on a performance base. SBR offers just that; a performance based commission structure that means we only earn commission if we get your debts paid. There are no joining fees, administration fees or charges for the letters we send out.

We have expanded to service the whole east coast of Australia, with offices in Brisbane, Sydney and Melbourne. We pride ourselves on our ethics and integrity and are compliant with all legislative requirements. SBR is mindful of our client's reputation in the marketplace and emphasise customer service to protect your company's product.

SBR manage collections from all industries. Our area of specialty is in business to business debt collection. We offer mercantile debt collection, commercial litigation and credit management. It is vital that your credit application and terms and conditions are correct, as this will ensure a higher collection success.

WHAT IS INCLUDED IN YOUR COLLECTION PACKAGE

You are allocated a personal account manager who will action your accounts from beginning to end. Your account manager is trained in commercial and consumer debt collection as well as the litigation process (court process).

Our business model has many variations however our letter, phone call and face to face collections ensure that your account is given the best service possible. SBR pay and subscribe to numerous databases to locate debtors and conduct asset searches. These searches also form part of your collections package. We only charge commission once an account has been paid or settled in any way. Our motivator in collecting your outstanding money is commission, and there is only one way we can make commission!

Should SBR be unsuccessful in the collection of your account, we discuss further options with you. These options may include commencing legal action against a debtor. An assessment must be conducted on the account to ensure that the debtor has the ability to pay, and that it is commercially viable for you to commence legal action against a debtor. We may advise that you offer a settlement or payment arrangement should there be a valid dispute.

OTHER CHARGES

There may be other occasions where you will be quoted costs to increase your chance of collecting a debt. You are under no obligation to spend any money if you do not want to, however all options are provided to you. Legal action will be quoted to you if it is a viable option as there are costs involved. A majority of these initial costs are recoverable through the courts.

Should we be unable to locate a debtor, we quote to you what it will cost to engage a private investigator to conduct "skip tracing". These costs are generally non recoverable, however if your credit application / terms and conditions have allowances for this, we can add these fees onto the debt.

Another service that is offered is a "field call". A licensed commercial agent is provided with a list of instructions. They will attend the debtor's home or place of business and interview the debtor. These agents are trained in the art of debt collection and negotiation. This course of action is only advised if a debtor is ignoring all correspondence.

www.slaterbyrne.com.au

SLATER BYRNE RECOVERIES PTY LTD ACN 147069529 – Licensed Commercial Agent ABN 89147069529
GPO BOX 366 Sydney NSW 2001 Telephone: 1300 794 290 Fax: 1300 794 390

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HOW TO GET STARTED

Below is our Fees Schedule. To commence the collection process with our firm, we need to understand your exact collection requirements as our rates are negotiable and they depend purely on the age, size, nature and volume of your outstanding accounts.

FEE SCHEDULE

FEE SCHEDULE	
DEBT AMOUNT	COMMISSION
\$250001+	5%+GST
\$100001 - \$250000	7.5% + GST
\$50001 - \$100000	10% + GST
\$20001 - \$50000	12.5% + GST
\$10001 - \$20000	15% + GST
\$5001 - \$10000	17.5% + GST
\$2501 - \$5000	20% + GST
\$500 - \$2500	35%+GST

Once we have established a suitable commission rate, you need to complete an Appointment of a Commercial Agent form as well as our Terms and Conditions.

Should you have any questions, please do not hesitate to contact me on the below number/s. I look forward to receiving instructions from you to assist with your debt collection.

Kind Regards,

Peter Levis
Director
Slater Byrne Recoveries