



Starting a Collection Agency

By Michelle A Dunn

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Starting a Collection Agency By Michelle A Dunn

How to make money collecting money, Starting a Collection Agency Michelle Dunn, Never Dunn Publishing, LLC, \$29.

Starting a business is a daunting task, and starting a debt collection business is even harder. Between licensing, bonding, Fair Debt Collection Practices and so many more qualifications a debt collector starting his or her own agency must face, where do they begin? In her instructional guidebook, How to make money collecting money, Starting a Collection Agency, debt collection expert Michelle Dunn explains the critical steps to take when starting your own agency.

Dunn begins by helping Entrepreneurs gather all the information they need to start their own collection agency. She then goes on to explain how she started, set up and ran her own successful collection agency for over 8 years. This book acts as a guidebook to anyone on how to get your business up and running, she says, and if you follow the steps outlined you will have your own successful agency.

Dunn's easy to read format takes the "scare" out of everything that is required when starting a collection agency. With chapters such as What is a collection agency, Should I start my own agency, and explanations of the business plan, legal requirements, state licensing information and helpful tips, Dunn successfully answers questions anyone might have when starting their own agency.

In How to make money collecting money, Starting a collection Agency, readers learn how to find clients, whom to contact to obtain a collection agency license in your state, information on business plans, marketing, The Fair Debt Collection Practices Act, and many other things you will want to be aware of when starting your agency.

Sharing her knowledge and experience from starting and running her own agency, Dunn teaches readers how to get a successful agency up and running. With the tips and information provided in this book, Entrepreneurs can confidently start their own debt collection business. Armed with the knowledge of who to contact, what associations to join and how the debt collection industry works, they will be able to be the owner of a collection agency with resounding success.

Michelle Dunn, founder and president of Never Dunn Publishing, LLC, is a writer, publisher, consultant and the Editorial Advisor for Eli Financial Debt Collection Compliance Alert Newsletter. Michelle started M.A.D. Collection Agency in January 1998 and ran it successfully until December 2004, when she sold it. She still owns and runs Credit & Collections.com an online community for credit and business professionals. She has been featured in Ladies Home Journal, PC World, Home Business Magazine, Home Business Journal, Entrepreneur, The Internet Web Source, Professional Collector, and in Home Based Business for Dummies, Shameless Marketing for Brazen Hussies, From the Home-Front The Simple guide to starting and Running a Home based business, on (NPR) National Public Radio and many newspapers nationwide. She has many published articles and 3 published books to add to her list of accomplishments. She is now publishing two more titles in her Collecting Money Series as well! as a boxed set.

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Starting a Collection Agency By Michelle A Dunn Bibliography

- Sales Rank: #3710885 in Books
- Brand: Michelle A Dunn
- Published on: 2000-01-01
- Original language: English
- Dimensions: 9.75" h x 7.00" w x .25" l,
- Binding: Paperback
- 96 pages

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Editorial Review

Review

I am a big fan of your work and your website...keep on...Thank you. Yossi Schwartz, credit@frontiernet.net
-- *Yossi Schwartz credit@frontiernet.net*

I am interested in your book, I have looked and cannot find any books on starting a collection agency. Trina
-- *Trina*

I wanted to thank you for sharing all the information in your book. Adrine -- *Adrine*

I would like to take this moment to Thank You so much again for creating this book. -- *Vanessa M. Harvin, bought book 1/14/03*

This book will help you put together a format of excellence when starting your own collection agency. A must have. -- *Aalim & Heather Elitou, Founder Neshee Publication*

From the Publisher

Every business owner knows they have customers that pay slowly or don't pay at all. Now with Dunn's books anyone who has money owed to them can take steps to recover that money and prevent bad paying customers in the future.

Over 100,000 businesses have slow or non-paying customers. How can you collect that money quickly and without much effort? How can you keep the money coming in? The secrets are found in Michelle Dunn's books, *How to make money collecting money: Starting a Collection Agency*, *Become the Squeaky Wheel: a Credit & Collection Guide for Everyone*, *How to get your Customers to Pay: Fast, Easy, Effective Letters*, and *The first book of Effective Letters & Forms for your Collection Agency*. Michelle Dunn, a leader in the debt collection industry, shares her experience and knowledge with you so you can collect more money. Once you have a credit policy in place you will quickly and easily get the results you deserve, no matter what your business, Dunn's books will give you the tools you need to collect more money and you are going to love the results!

Michelle Dunn opened M.A.D Collection Agency in 1998 and published her first book, *How to Make Money Collecting Money - Starting a Collection Agency*, in 2003. Michelle has over 17 years experience in credit and collections and over 9 years experience with starting and running her own business. Dunn is the author of *How to make money collecting money*, *Starting a Collection Agency*, *Become the Squeaky Wheel*, *A Credit & Collections Guide for Everyone*, *How to get your customers to pay*, *Fast, Easy, Effective Letters* and *The First book of Effective Letters & Forms for your Collection Agency*. Michelle has been featured in *Ladies Home Journal*, *PC Magazine*, *Home Business Magazine*, *Home Business Journal*, on (NPR) National Public Radio and many other publications. Dunn, a leader in the collection industry, now shares what she has learned on how to start your own collection agency, how to prevent bad debt, and how to collect the money that is owed to you now. *How to make money collecting money*, *Starting a Collection Agency*, *Become the Squeaky Wheel*, *A Credit & Collections Guide for Everyone*, *How to get your customers to pay*, *Fast, Easy, Effective Letters* and *The First book of Effective Letters & Forms for Your Collection Agency* (Never Dunn Publishing LLC, ISBN 0-9706645-0-8, 0-9706645-1-6, 0-9706645-2-4, 0-9706645-4-0) all provide detailed step by step instructions on collecting money and preventing bad debt in the future.

"Whether you own a small or large business, you will always have problem payers." Says Dunn. "My books will help you maintain good paying customers avoiding bad debt before it happens. When you do invariably get some slow paying customers, I provide you with letters, forms and instructions on how to get your money in an easy, professional, legal manner."

Michelle Dunn is an author, consultant, Editorial Advisor and leader in the Debt Collection Industry. She helps people collect money so they can maximize their profits with good paying customers.

From the Author
Hello,

I would like to introduce you to my books on How to make money collecting money and collecting past due debt. They are perfect resources for anyone who has money owed to them.

"How to make money collecting money, Starting a Collection Agency" is a "How to" book for anyone who wants to start their own debt collection business. Dunn gives you all the tools you need to start your own agency. She tells you what state laws you need to know, what kind of equipment you'll need, how to get clients and how to keep them. Dunn is so confident you will find her book helpful, she offers a money back guarantee, which no other book on starting your own agency offers! The information in this book is based on Dunn's own personal research and experience.

Users Review

From reader reviews:

Brandi Anderson:

In this 21st hundred years, people become competitive in each way. By being competitive at this point, people have do something to make all of them survives, being in the middle of the crowded place and notice by simply surrounding. One thing that occasionally many people have underestimated the item for a while is reading. That's why, by reading a reserve your ability to survive improve then having chance to stand than other is high. For you who want to start reading some sort of book, we give you this Starting a Collection Agency book as nice and daily reading reserve. Why, because this book is more than just a book.

Daryl Steele:

The event that you get from Starting a Collection Agency could be the more deep you searching the information that hide inside the words the more you get interested in reading it. It does not mean that this book is hard to know but Starting a Collection Agency giving you thrill feeling of reading. The author conveys their point in specific way that can be understood by simply anyone who read the item because the author of this book is well-known enough. This specific book also makes your own personal vocabulary increase well. Therefore it is easy to understand then can go with you, both in printed or e-book style are available. We highly recommend you for having this kind of Starting a Collection Agency instantly.

Joshua Matthews:

Is it anyone who having spare time and then spend it whole day by simply watching television programs or

just lying down on the bed? Do you need something new? This Starting a Collection Agency can be the response, oh how comes? The new book you know. You are so out of date, spending your spare time by reading in this new era is common not a nerd activity. So what these textbooks have than the others?

Garry Brown:

What is your hobby? Have you heard that will question when you got students? We believe that that issue was given by teacher to their students. Many kinds of hobby, Every individual has different hobby. And you also know that little person just like reading or as reading become their hobby. You must know that reading is very important as well as book as to be the factor. Book is important thing to provide you knowledge, except your personal teacher or lecturer. You will find good news or update about something by book. Different categories of books that can you go onto be your object. One of them is niagra Starting a Collection Agency.

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