Allied National Inc.

Nationwide & International Debt Collection

In Partnership with

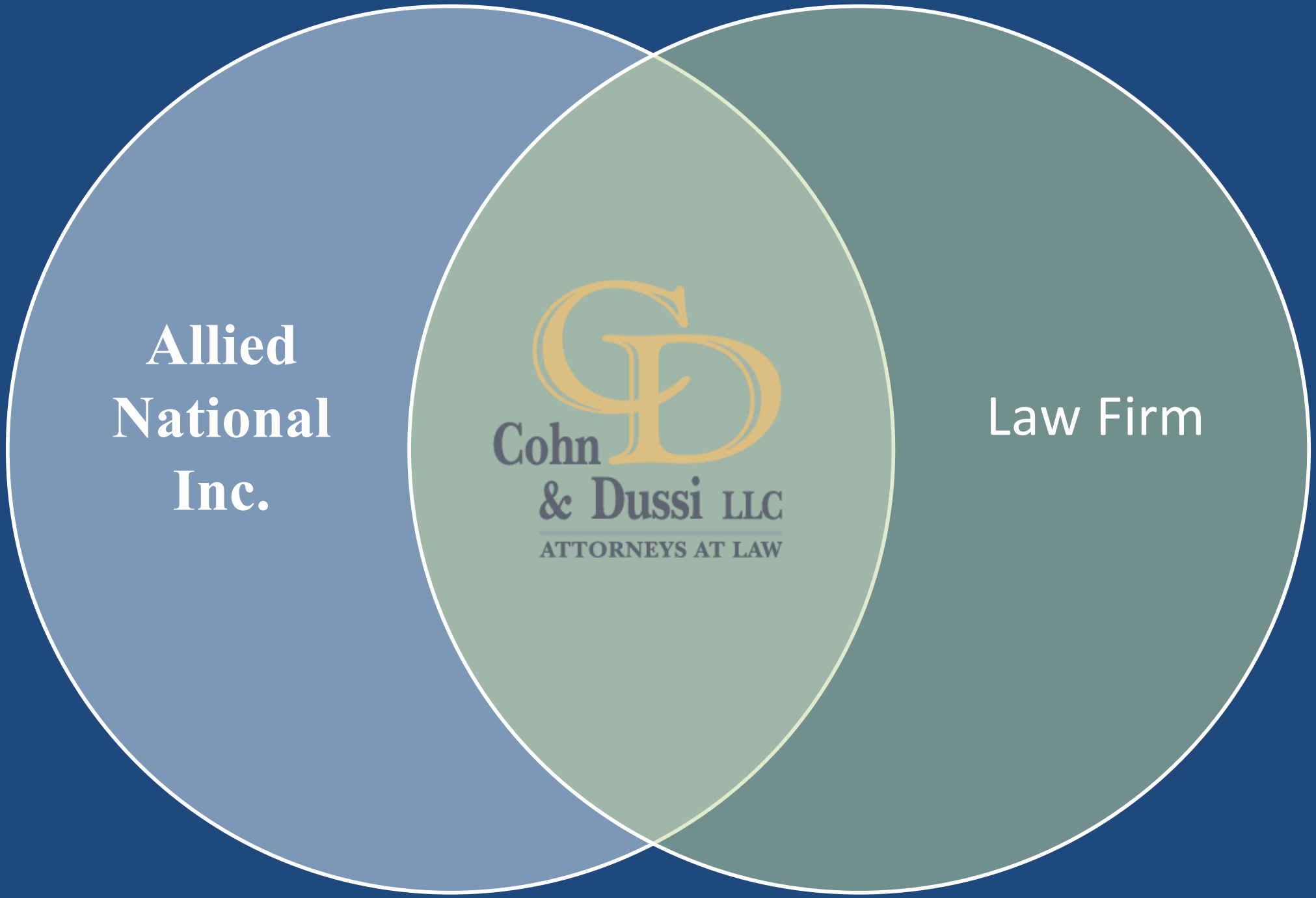
Cohn & Dussi LLC

ATTORNEYS AT LAW

Collection Service Overview

Hybrid Approach

The tenacity of a collection agency,
the power of a nationally-reaching law firm


Allied National Inc.
Cohn & Dussi LLC
ATTORNEYS AT LAW
Law Firm

Key Elements of our Strategy

- ✓ **Persistence, experience, and diligenc**e – an in-house team of seasoned collectors and attorneys, working for your bottom line.
- ✓ **Urgency -** all letters are sent on Cohn & Dussi letterhead, all phone calls begin with the introduction of our law firm to your debtor.
- ✓ **National litigation collaborative** - one office for 50 states, from placement all the way through litigation.
- ✓ **Transparency –** via our user-friendly, state-of-the-art monitoring and reporting platform, **CLUES (Client Update & Entry System)**

Cohn & Dussi LLC
ATTORNEYS AT LAW

The Life of a Claim

We can shepherd your claim from initial placement all the way through litigation – anywhere in the US.

Client Update and Entry System (CLUES)

- 100% transparency into all collection & litigation efforts
- Secure, backed up several times each day
- Accessible from any web connection, 24/7
- Valuable reporting tools
- Two-way communication

✓ **Takes Monitoring and Reporting off your desk**

✓ **Solves time zone conflicts**

✓ **Provides a true, honest audit trail of all activity –** you can be confident that we're always operating in your best interest.

Cohn & Dussi LLC
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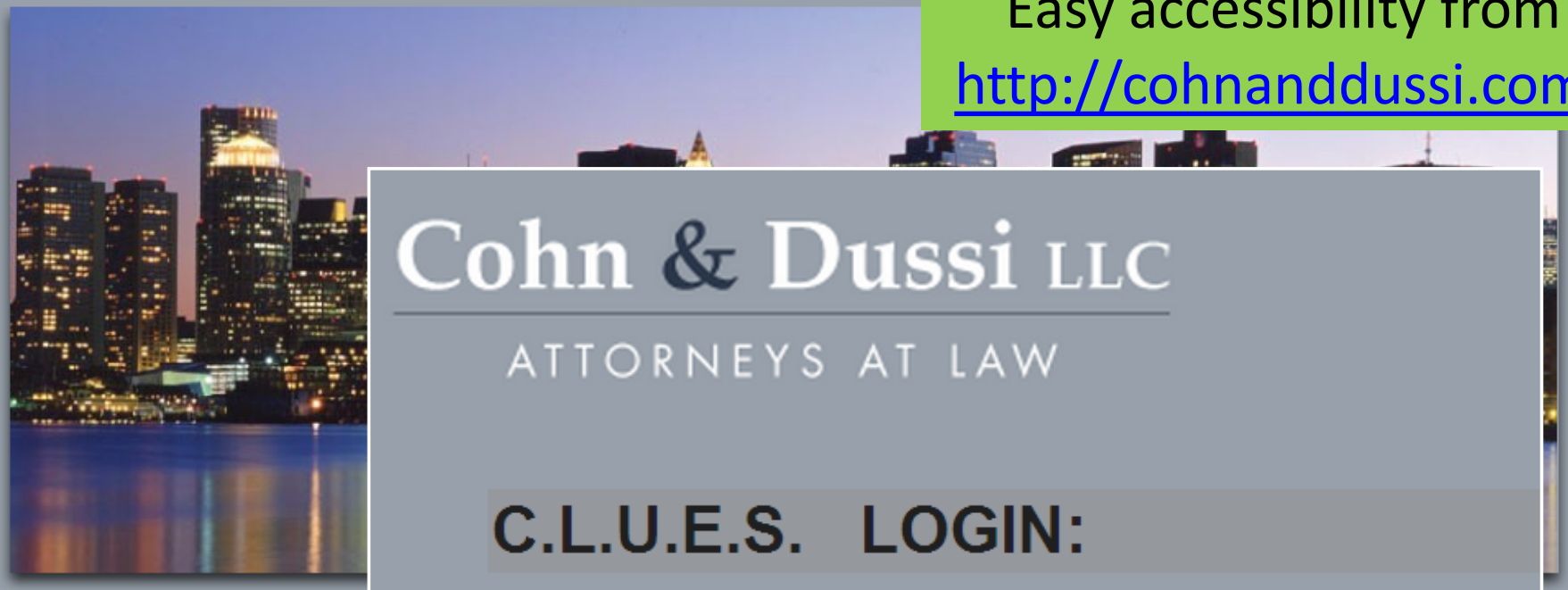
Cohn & Dussi LLC

ATTORNEYS AT LAW

C.L.U.E.S

Home | About Us | Attorneys » | Practice Areas » | Collection Services » | News | Contact Us | RI & CT Office | search this site...

Easy accessibility from http://cohnanddussi.com/



Cohn & Dussi LLC is a full-servi

Cohn & Dussi LLC

ATTORNEYS AT LAW

C.L.U.E.S. LOGIN:

Username - yourcompany

Password - ••••••••••

Login

C.L.U.E.S. Training Videos Search Claims Debtor SEARCH LOGOUT

Home | Add Claims | Manage Claims | Reports | Reminders | To do | Briefcase | Edit Profile | Contacts

Welcome Your Company / John Smith

Step 1 - ADD CLAIMS

What do we want in your submission?

- Any and all debtor contact info you have
- Credit apps, signed personal guarantees, past due invoices, account statements, etc.
- Email threads, if they show promises to pay or other background on your debtor
- NOTES!! – summarize your experience with the debtor for us so that we're fully armed to collect for you.

RED = Required (use an X, if no info)

BLACK = optional (but the more info, the better!)

Reference Name
Debtor Company Name
Debtor Company Contact
City
Zip code
Country
Main Phone
Email
D.O.B
Alternate Address
Alternate Zip code
Website

Employer
Debtor Street Address
Debtor State
County
Cell / Pager
Secondary Phone
Fax
SSN
Alternate City
Alternate State
Agent

Co-Debtor
Address
State
County
Phone

Contact Name
City
Zip code
Country
Email

Personal Guarantor
Address
State
County
Phone

Contact Name
City
Zip code
Country
Email

Amount Placed
No $ sign or comma
Interest Rate % 0
Date of Last Payment
Creditor File Number
Statute of Limitation
Notes Last Note:

Type of Debt Addendum to Lease Agreement
Interest Start Date
Region Code

Please attach the following claim related documents invoices, statements, affidavits and backup documents.
Attach documents upto 20 pages or 2 Mega Bytes whichever is greater.

Attachment 1 Choose File No file chosen
Attachment 2 Choose File No file chosen
Is there a personal guarantor? Select Guarantor
Have you attached all paperwork to support this claim? Select Attachment
Have you entered a brief note? Select Note Entered

ADD CLAIM

Include Notes

Attach files

Drop-downs

Be sure to hit ADD CLAIM

Step 2 – RESEARCH & DEMAND

First 24-48 hours …

- Internal Auditor pulls LexisNexis reports on each account – showing assets, liens, judgments, alternate addresses, etc.
- Auditor also reviews your paperwork, may request additional info.
- Skiptracing, if necessary
- Initial Demand letter sent to your debtor
- Assigned to collector to start outreach

Step 3 – Collection Process

- Collector places frequent calls to debtor, attempting to resolve matter swiftly
- Sends additional demand letters, depending on conversations
- Collection cycle generally lasts 45 days or so – by that time, we've either come to a resolution, or have determined that suit is warranted.

Sample Initial Demand Letter

- C&D Letterhead
- C&D Envelope

COHN & DUSSI, LLC
ATTORNEYS AT LAW
500 WEST CUMMINGS PARK, SUITE 3700
WOBURN, MASSACHUSETTS 01801

TELEPHONE: 781-494-0200
FACSIMILE: 781-494-0208
www.cohnanddussi.com

June 12, 2014

Debtor Company, Inc.
Attn: John Debtor
33 Main St.
Somewhere, SC 29680

ADDRESS CORRECTION REQUESTED

RE: ***Your Company, Inc. v. Debtor Company, Inc.***

Our File Number: 201405621
Amount Due: $11,348.81

Due to the default of your payment obligation(s) to our client, the above debt has been placed with our office for immediate collection. We ask that you promptly send payment to this office in order to avoid unnecessary expense associated with further action. If payment is not received within ten (10) days from the date of this letter, we will have no alternative but to proceed with further collection of the amount due.

If you dispute the validity of your payment obligation(s), please contact the undersigned within ten (10) days from the date of this letter. Otherwise, we will assume the full amount is due.

Please do not disregard this notice as it may be the only one you will receive prior to the initiation of further action against you.

THIS IS AN ATTEMPT TO COLLECT A DEBT AND ANY INFORMATION OBTAINED WILL BE USED FOR THIS PURPOSE.

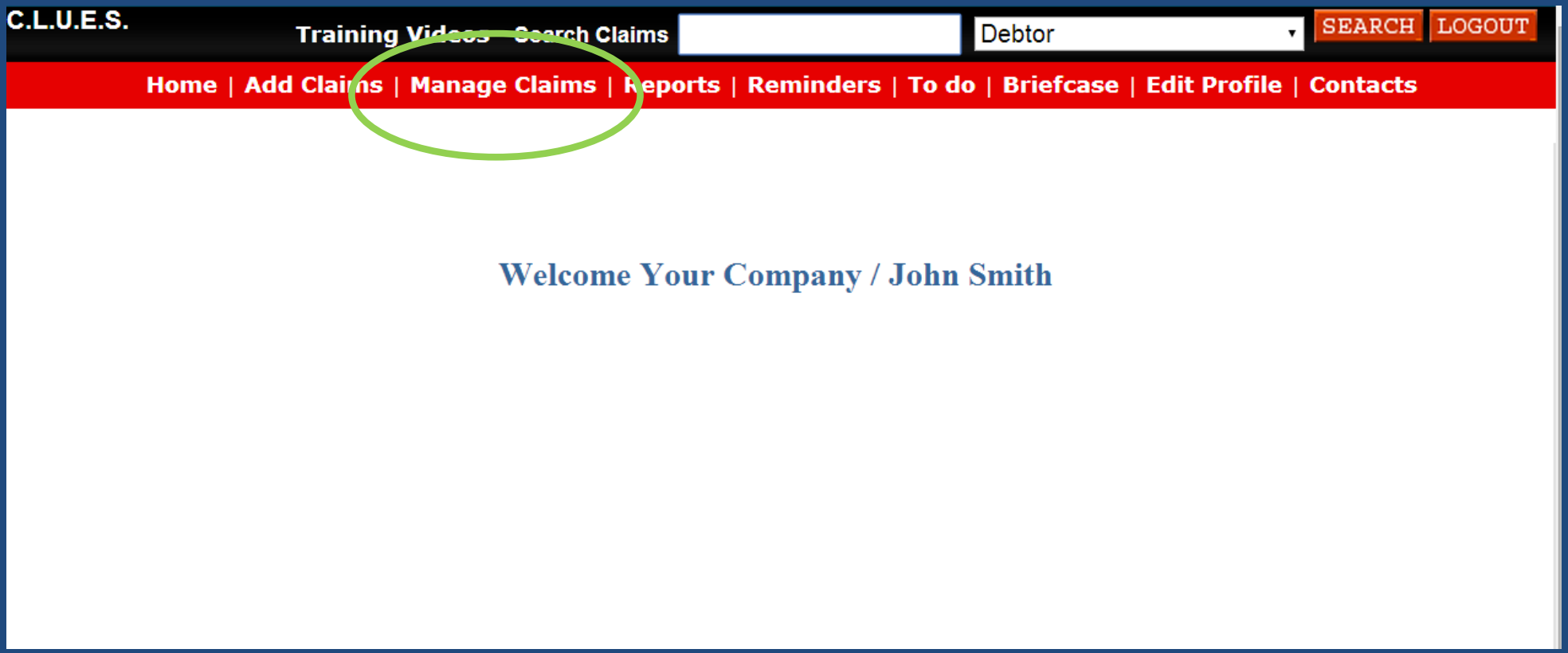
Very truly yours,

_____
Colby McCauley
Account Rep., 800-829-7203, ext. 245
cmccauley@cohnanddussi.com

Step 4 – Litigation

- In cases in which we are not successful, we can navigate any US court on your behalf.
- **MA, NH, & RI** – Cohn & Dussi attorneys handle your case
- **Other 47 states** – we turn to our national legal collaborative, assigning your case to an attorney within the debtor's state
- Our dedicated litigation managers ensure your case moves efficiently through the local courts, acting as the liasion between you and our attorneys

MANAGE CLAIMS – Where we prove our efforts on your accounts



Claim List – view closed or open, click on "Actions" to dive in

C.L.U.E.S. Training Videos Search Claims Debtor/ Company Name SEARCH LOGOU

Home | Add Claims | Manage Claims | Reports | Reminders | To do | Briefcase | Edit Profile | Contacts

Page 1 of 1 **1**

View Active | View Closed

CLAIMS LIST [CLOSED 6]

ACTIONS	CLAIM ID	DATE PLACED	DEBTOR	AMT PLACED	AMT COLLECTED	BALANCE DUE	%	DATE UPDATED	STATUS
	201305710	09/04/2013		$1,760.58	$0.00	$1,760.58	0.00%	09/23/2013	
	201306013	10/31/2013		$2,858.75	$0.00	$2,858.75	0.00%	01/02/2014	
	201206132	11/07/2012		$5,426.62	$6,385.51	($958.89)	117.67%	03/18/2014	
	201305746	09/09/2013		$2,699.85	$1,800.00	$899.85	66.67%	10/15/2013	
	201206138	11/08/2012		$1,902.50	$1,000.00	$902.50	52.56%	04/03/2013	
	201306010	10/31/2013		$3,021.70	$3,021.70	$0.00	100.00%	03/03/2014	

TOTAL PLACED = $17,670.00
TOTA
PERC
BALA

View all activity in each claim (call summaries, emails, letters, diligence and research docs, etc.

Home | Add Claims | Manage Claims | Reports | Reminders | To do | Briefcase | Edit Profile | Contacts

Claim Info | Litigation | Payments | Attachments | Reminders | Summary

Status:Paid in Full

CLAIM INFO
Update us as we go!

Debtor Contacts

Claim Name		**Claim Id**	201205661
Debtor	Jones Lumber Company	Employer	
Contact Name	William Jones	Address	123 Main St
City	Caribou	State	ME
Zip code	03210	County	
Country		Cell/Pager	207-569-8756
Main Phone	207-456-2365	Secondary Phone	
Email	wjones@joneslumber.com wjones@joneslumber.com	Fax	
DOB		SSN	
Guarantor	Select Guarantor		

Co Debtor (Add Co-Debtor)

Guarantor Info

Debt Information

Amount Placed	10056.32	Type of Debt	Goods Sold and Delivered
Interest Rate %	0.000000	Interest Start Date	
Last Date of Invoice	08/01/2012	Firms File Number	
Region Code			
Creditor File Number	jones1234	Amount Collected	$0.00
		Balance Due	$10,056.32
Collection Rate	25.00000 %	Last payment date	
Agent		Statue Of Limitation	

Notes: Last Note: bounced a check for $5000.00 last month

Send notes to collectors

Email notification of this update ? NO Yes

Update Claim | Reset

C.L.U.E.S.

Training Videos Search Claims inkolor Debtor SEARCH LOGOUT

Home | Add Claims | Manage Claims | Reports | Reminders | To do | Briefcase | Edit Profile | Contacts

Claim Info | Litigation | Payments | Attachments | Reminders | Summary

LITIGATION INFORMATION	
Case No	Docket No
Court Info	
JUDGMENT INFORMATION	
Judgment Amount	Judgment Date
Judgement Type	Judgment No

LITIGATION
Is your case in legal?
Quick reference on pertinent case info!

C.L.U.E.S. Training Videos Search Claims Debtor SEARCH LOGOUT

Home | Add Claims | Manage Claims | Reports | Reminders | To do | Briefcase | Edit Profile | Contacts

Claim Info | Litigation | Payments | Attachments | Reminders | Summary

PAYMENT HISTORY

AMOUNT PAID	DATE OF PAYMENT	PAID TO	PAYMENT TYPE	REMIT	STATUS	REMIT CHECK NO
$3,784.00	06/27/2013	Agency/Firm	Auto-Pay	$2,838.00	Remitted	21756
$3,784.00	07/30/2013	Agency/Firm	Auto-Pay	$2,838.00	Remitted	22410
TOTAL PAYMENTS = $7,568.00						

PAYMENTS
See all payments as they come in, and the remit status

C.L.U.E.S.

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Claim Info | Litigation | Payments | Attachments | Reminders | Summary

UPLOAD FILE

Select File Choose File No file chosen

Note

Upload

FILE FOLDER

	DATE ENTERED	FILE NAME	FILE NOTE
Send Attachment as Email	01/23/2012	DShibilia_201203186_Jan2312122325_companyWalmartstateMAzipcode01864.pdf	Lexis Report
Send Attachment as Email | (Delete)	06/13/2014	Webinar_201203186_Jun1314041507_PRIOR.pdf	

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ATTACHMENTS
Forget to send us something?

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Claim Info | Litigation | Payments | Attachments | Reminders | Summary

ADD A REMINDER

Reminder Note

Reminder Date

Reminder Time

Remind Me

REMINDER HISTORY

DATE	NOTE
Complete 05/24/2012	call dan

REMINDERS
Use this to follow up with us

C.L.U.E.S.

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Claim Info | Litigation | Payments | Attachments | Reminders | Summary

SUMMARY

DATE	TYPE	COMMENT	BY
09/12/2013	Claim Status	Paid in Full :	SalesView
10/12/2012	Claim Status	Account Closed :test file	lstrauss
10/11/2012	Claim Status	Post-dated Checks Received :First check deposited today for $5056.32. Remittance will follow in ten days when check clears the bank.	lstrauss
10/10/2012	Claim Status	Post-dated Checks Received :We are pleased to advise you of the receipt of the post dated checks for the balance in full. We will cash the checks as the dates come about. (three checks for $5056.32 for Oct. 10th and $2500.00 for Nov. 1st and Nov 20th) Thank you.	lstrauss
10/04/2012	Claim Status	Payment Plan :Received checks in the mail today. Another great collection!!!!!!!!!!!!!	lstrauss
10/03/2012	Claim Status	Payment Plan :THIS IS A TEST Today, I spoke with William Jones the President of the company. He admits to owing the full balance and we agreed on the following plan. He will FEDEX three checks for $5056.32 for Oct. 10th and $2500.00 for Nov. 1st and Nov 20th. He is sending all three checks today.	lstrauss
10/02/2012	Notes	bounced a check for $5000.00 last month	Client
10/02/2012	Claim Status	URGENT CALLS:This is a test for webinar on October 9th. Thank you for this claim. Our first letter has been mailed to the debtor company. Our initial investigation shows the company is in business and the phone number does work. Our research shows there are no major liens or judgments against the debtor company. We will be making our first demand call today and will advise you of the results. Thank you.	lstrauss
10/02/2012	Claim Status	URGENT CALLS:email sent to wjones@joneslumber.com Dear Mr. Jones: This office has been retained by Holt and Bigbee to collect the amount of $10,056.32. I have reviewed the file and would be willing to discuss a solution with you. information is below. Thank you. Larry Strauss Pre- Cohn & Dussi, LLC 300 Trade Center, Suite 3700 W 01801 (781) 494-0200 x 217 Phone (617) 921-4 line (781) 287-1261 Fax	

SUMMARY
Follow our progress
in real time

Claim Updates for [redacted] 201305050 - 5301857454 - -] - Message (HTML)

Message | Adobe PDF

Reply | Reply to All | Forward | Delete | Move to Folder | Create Rule | Other Actions | Block Sender | Safe Lists | Not Junk | Send to OneNote | Categorize | Follow Up | Mark as Unread | Find | Related | Select

Respond | Actions | Junk E-mail | OneNote | Options | Find

Awaiting response

From: [redacted]
To: [redacted]
Cc: [redacted]
Subject: Claim Updates fo [redacted] [201305050 - 5301857454 - -]

Sent: Mon 6/3/201

June 3, 2013

Here is the debtor's offer on the combined files. Is this the way you want to go?

Settle for 8234.12 in two payments.

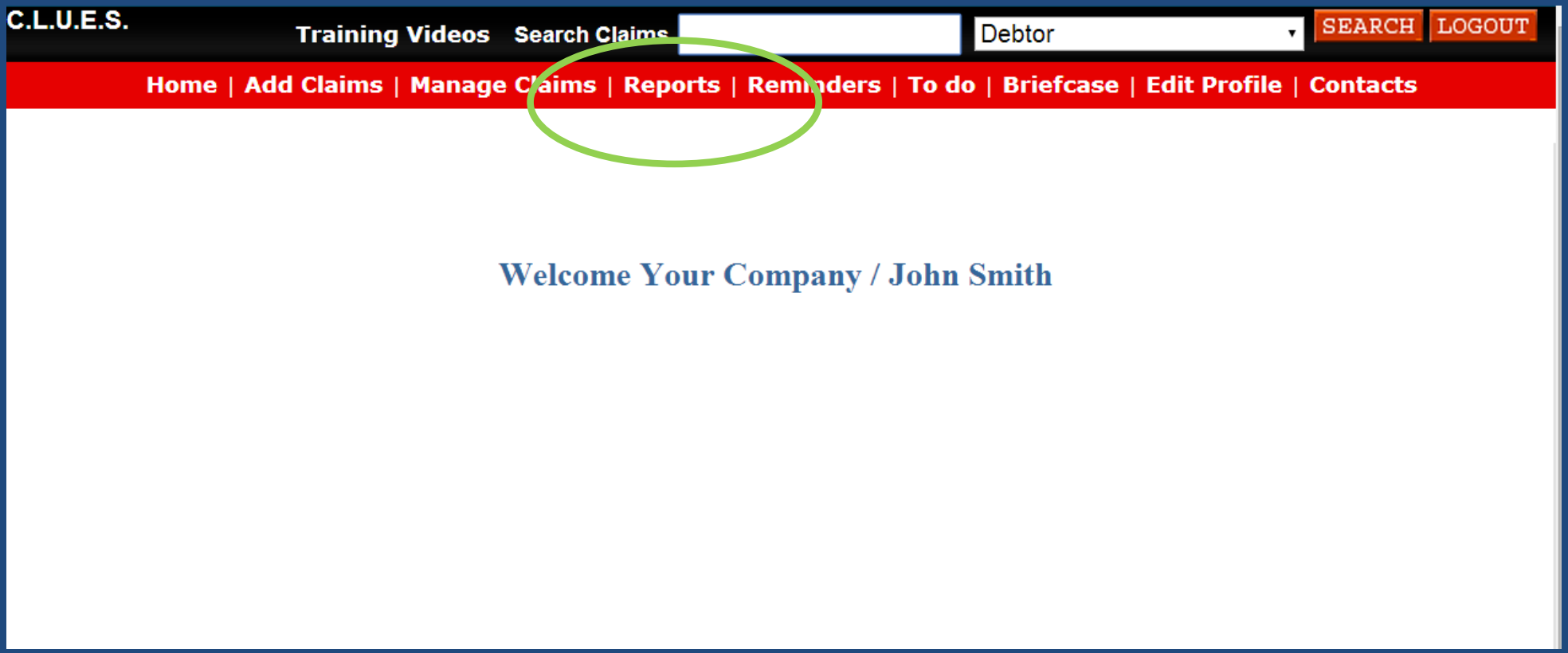
$8234.12 less $665.39 check sent out last week
Total due $7568.73 Payment 1) 3784.37 Payment 2) 3784.37.

Cohn & Dussi, LLC
300 Trade Center Suite 3700
Woburn,MA,01801
Phone: (781) 494-0200 Fax : (781) 494-0208
Email : admin@cohnanddussi.com
Website: http://www.cohnanddussi.com

No virus found in this message.
Checked by AVG - www.avg.com
Version: 10.0.1432 / Virus Database: 3184/5879 - Release Date: 06/03/13

Email alerts from our team for significant movement (settlement offers, payment plans, etc.) – all tracked in the CLUES audit trail

VALUABLE REPORTS… all the info you need with just a few mouse clicks



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MOST USED REPORTS:

- Claim Summary
- Cohn & Dussi

REPORTS

1. Advanced Status Report
2. Claim Summary Report [Settings]
3. Claims Report V2
4. Cohn and Dussi Performance Report
5. Money Report [Settings]
6. Pending Money Report [Settings]
7. Quick Status Report

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CLAIM SUMMARY REPORT

Starting Date 6/1/2011

Ending Date 06/13/2014

- All Accounts
- Open Accounts
- Closed Account
- Litigation

View Report

CLAIM SUMMARY
Select your criteria, "View Report" to generate

Download to Excel

CLAIM SUMMARY REPORT

CLAIM ID#	DATE ENTERED	AMT PLACED	AMOUNT PAID	CONTACT	DEBTOR	STATE	COLLECTOR
201203183	01/23/2012	$10,484.14	$0.00	Joe Biggy	Joe's Big and Tall	CA	hernandez
201203184	01/23/2012	$10,784.94	$0.00	Sally (AP Clerk)	Bob's Car Mart	CA	drmonaco
201203185	01/23/2012	$10,678.48	$0.00	Atty Brett Wiltsey 856 675-1951	SSH Corp.	ME	jstillerman
201203186	01/23/2012	$11,849.48	$0.00	Mark Deadbeat	Delinquent Account, Inc.	NE	mattmurray
201205544	09/18/2012	$19,875.00	$0.00	Nancy NoPay	Outstanding Debt, Inc.	MA	Tech2011
201205661	10/02/2012	$10,056.32	$0.00	William Jones	Jones Lumber Company	ME	lstrauss

CHECK ALL | CLEAR ALL

Generate Summary

Download the report to Excel with one more click!

ClaimList1 (64) - Microsoft Excel non-comm

File Home Insert Page Layout Formulas Data Review View PDF Acrobat

E15

	A	B	C	D	E	F	G	H
1	Claim Id#	Date Entered	Amt Placec	Amount Paid	Contact	Debtor	State	Collector
2	201203183	1/23/2012	10484.14		Joe Biggy	Joe's Big and Ta	CA	hernandez
3	201203184	1/23/2012	10784.94		Sally (AP Clerk)	Bob's Car Mart	CA	drmonaco
4	201203185	1/23/2012	10678.48		Atty Brett Wilts	SSH Corp.	ME	jstillerman
5	201203186	1/23/2012	11849.48		Mark Deadbeat	Delinquent Acc	NE	mattmurray
6	201205544	9/18/2012	19875		Nancy NoPay	Outstanding De	MA	Tech2011
7	201205661	10/2/2012	10056.32		William Jones	Jones Lumber C	ME	lstrauss
8								
9	Total Amount Placed = $73,728.36							
10	Total Amount Collected = $0.00							
11	Percentage Collected = 0.00 %							

C.L.U.E.S.

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CLAIM SUMMARY REPORT

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201203184	01/23/2012	$10,784.94	$0.00	Sally (AP Clerk)	Bob's Car Mart
201203185	01/23/2012	$10,678.48	$0.00	Atty Brett Wiltsey 856-675-1951	SSH Corp.
201203186	01/23/2012	$11,849.48	$0.00	Mark Deadbeat	Delinquent Account, Inc.
201205544	09/18/2012	$19,875.00	$0.00	Nancy NoPay	Outstanding Debt, Inc.
201205661	10/02/2012	$10,056.32	$0.00	William Jones	Jones Lumber Company

CHECK ALL | CLEAR ALL

Generate Summary

CLAIM SUMMARY

Select a claim, and click "Generate Summary" to export Claim Summary Audit Trail to PDF

Debtor :Jones Lumber Company
Amount Placed:$10,056.32
Date Placed: 10/02/2012

SUMMARY

Date	Type	Comment
10/02/2012	Notes	bounced a check for $5000.00 last month
10/02/2012	Claim Status	URGENT CALLS:This is a test for webinar on October 9th. Thank you for this claim. Our first letter has been mailed to the debtor company. Our initial investigation shows the company is in business and the phone number does work. Our research shows there are no major liens or judgments against the debtor company. We will be making our first demand call today and will advise you of the results. Thank you.
10/02/2012	Claim Status	URGENT CALLS:email sent to wjones@joneslumber.com Dear Mr. Jones: This office has been retained by Holt and Bigbee to collect the amount of $10,056.32. I have reviewed the file and would be willing to discuss a solution with you. My information is below. Thank you. Larry Strauss Pre-Litigation Cohn & Dussi, LLC 300 Trade Center, Suite 3700 Woburn, MA 01801 (781) 494-0200 x 217 Phone (617) 921-4697 direct line (781) 287-1261 Fax
10/03/2012	Claim Status	Payment Plan :THIS IS A TEST Today, I spoke with William Jones the President of the company. He admits to owing the full balance and we agreed on the following plan. He will FEDEX three checks for $5056.32 for Oct. 10th and $2500.00 for Nov. 1st and Nov 20th. He is sending all three checks today.
10/04/2012	Claim Status	Payment Plan :Received checks in the mail today. Another great collection!!!!!!!!!!!!!

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DOWNLOAD TO CSV

COHN AND DUSSI PERFORMANCE REPORT

CREDITOR	NO OF CLAIMS	AMOUNT PLACED	AVG PLACED	MIN PLACED	MAX PLACED	AMOUNT COLLECTED	NO OF PMTS	% COLLECTED
Hollister Staffing	4	$33,284.04	$8,321.01	$1,431.00	$19,823.36	$25,101.04	5	75.41 %

Total No of Claims : 4
Total Amount Placed : $33,284.04
Total Collected : $25,101.04
Recovery Rate : 75.41 %

Time Frame	Amount Collected	% of Collections	No of Pmts
0-30 days	$848.00	3.38%	1
30-60 days	$24,253.04	96.62%	4
60-90 days	$0.00	0.00%	0
90-120 days	$0.00	0.00%	0
120 days- 6 Months	$0.00	0.00%	0
6 months - 1 Year	$0.00	0.00%	0
> 1 year	$0.00	0.00%	0

SUMMARY

* % of claims in that particular status.

1	CALL DEBTOR	25.00 %
2	Close - Paid in Full	50.00 %
1	Close - Settle in Full	25.00 %

C&D PERFORMANCE
Our scorecard on your claims, also exportable

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Thank you!

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Contact Allied National, Inc.
12020 Shamrock Road Suite 200
Omaha, NE 68154
800.456.5770
402.319.7654
mdavid@andc.com

Cohn & Dussi LLC

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