

Causes of Delinquency

Circumstantial Causes

Some people find themselves deeply in debt because of circumstances they could not have anticipated and could not control. These could include loss of a job, change in marital status, disaster, and sickness or personal injury. These debtors need understanding without the collector becoming emotionally involved.

Intellectual Causes

These people are simply unable to budget their income. They cannot keep even the most simple financial records and have little idea how much money they will have left after meeting their basic expenses. They don't mean any harm and have good intentions, but they need help in managing their finances.

Emotional Causes

People who are emotionally immature can find themselves over extended before they know it. While adults face their problems and make arrangements, these debtors often try to bluff their way through. They will stall, argue, or blame others in their attempts to defend themselves from real or imagined consequences.

Intent to Deceive

Credit criminals use fraud and deceit to receive goods and services for which they never intend to pay. Probably the only way to handle such debtors is to take them to court. The debtor's credit bureau report will give you information on whether to pursue a judgment or not.