

Making the Collection Call — Eight Basic Steps

1. Identify the Debtor
2. Identify yourself
3. Request payment in full today
4. Psychological pause, Allow the debtor time to think and react
5. Determine the problem
6. Find the solution
7. Close the sale
8. Update your files

Medical **Asset Recoveries**
3300 County Road 10, Suite 100
Brooklyn Center, MN 55429-3064

Phone: **(763) 585-2800**, ext. 7109
Toll-free: **(866) 585-2800**, ext. 7109
Website: www.ORICollect.com/MedicalAssetRecoveries.html