



THE THREE STAGES OF A DEBTOR

Most debtors go through “3 Stages” on their downward journey towards bankruptcy or insolvency.

1

BEST INTENTIONS

Your customer is struggling but they hide it well. Money is tight but the owner still wants to do the right thing. They pay their preferred vendors, but appease everyone else with small partial payments.

2

PRIORITIZE

Things go from bad to worse and your customer is in survival mode; only critical vendors get paid! For everyone else the partial payments become more sporadic or cease all together. Only the squeakiest wheels get paid.

3

"IT'S TOO LATE"

Things are now hopeless; no one is being paid. The debtor has either filed for bankruptcy or simply closed their doors and walked away. If we hit stage 3, it's too late for a collection agency to try and help.

Is your past due customer in any of these stages?

Recognize the signs and call VeriCore for help!

Louisiana: 800.433.4903 North Carolina: 800.995.0384

All Mail Correspondence and Payments: VeriCore LLC * 10115 Kinsey Ave Suite 100 * Huntersville, NC 28078

International Phone: 985.626.1701 * Fax: 704.948.5604

www.VeriCore.com