

JUNE 2013

Moving Forward

The Forwarders List of Attorneys
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Publisher's Memo



Scouting for Success

Baseball is widely recognized as the national sport of the United States. It's a modern version of older bat-and-ball games played in England back in the mid-18th century. The concept seems easy enough. A ball is thrown by a pitcher and the opponent (the batter) attempts to hit the ball with a bat. If the batter can hit the ball solidly, he will advance forward and the next batter attempts to do the same thing. While the process seems pretty simple, most fans take for granted that there's an awful lot of preparation and work that goes into hitting that round ball with a round bat. It's not just the physicality of the sport that makes it a fan favorite.

Sound strategy must be employed and that's what separates the champions from the rest of the pack.

A professional batter never just swings at whatever the pitcher throws. The batter is mentally prepared. He makes an educated guess about which pitch he should swing at based on what he knows about his swing style and the pitcher. For example, if a batter is a fastball hitter (meaning he hits the fastball very well) and he is facing a pitcher that throws a first pitch fastball 90% of the time, there is a very good chance the batter will swing at that first pitch if it's in the strike zone.

So where does the batter get the information he needs to make a good decision at bat? He gets it from his team of scouts. Professional baseball teams pay a staff of scouts to literally go watch opposing teams play and compile in depth statistical data about the pitchers whom they will play against the entire season. The scouting report has incredibly detailed statistical analysis of a pitchers abilities, tendencies and patterns. The report will break down scenarios that show the batter what a pitcher is most likely to throw in any given situation. This helps the batter make an educated guess on whether to swing at a certain pitch. This preparation is never seen by the average fan.

Like good baseball teams, good companies are preparing all the time. Not only do these companies keep a watchful eye on the trends within their industry, they continue

to invest in business and product development. This ensures they are ready with the right equipment and knowledge regardless of what "pitch" is thrown their way. Forwarders List is no different. We scout the collection industry landscape and look for the opportunities to help strengthen your business. We are also watching for those tricky pitches that might disrupt your work flow. Our strength is in keeping our eyes on the ball for you.

The baseball season is well on its way and hopefully you can take in a game or two as the summer season picks up. Just make sure the team you are cheering for has done their homework.

Regards,

Gary

Collection Agency Urges Sensitivity for Oklahoma Tornado Victims

AmSher Collections Agency, a nationally recognized receivables company headquartered in Birmingham, strongly encourages the creditor and debt collection industry to be sensitive towards Oklahoma tornado victims and immediately remove anyone that is affected by the disaster from their current contact lists.

"My advice to the industry is to remove all accounts in your data base within a 100 mile radius of the entire affected area, immediately apologize and offer support if you mistakenly call someone affected, and make a donation to a reputable charity that helps those affected get relief," said Martin Sher, AmSher Co-CEO.

[Read more.](#)

ARMing Heroes Bestows Inaugural Award on Coast Professional for Support of Veterans

[ARMing Heroes](#) is pleased to announce that [Coast Professional, Inc.](#) has been recognized as the first ever recipient of the organization's newly-minted Corey Davis award for 2013, given out annually to companies that go "above and beyond the call of duty" to raise awareness and money for military veterans

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WELCOME!

Welcome to the newest members of

The Forwarders List!

Click ***here*** to request a list of these firms.

Food for Thought

"For one swallow does not make a summer, nor does one day; and so too one day, or a short time, does not make a man blessed and happy."

- Aristotle

"And so with the sunshine and the great bursts of leaves growing on the trees,

facing financial difficulties.

Combining employee donations with a corporate match, Coast Professional raised more than \$10,000 since last month in support of ARMing Heroes' grant-making programs.

[Read more.](#)

An Active Start to 2013 by Brian Greenberg

2013 is off to a very busy start for M&A transactions in the ARM/RCM* sector worldwide. Twelve deals were completed in 1Q 2013, capping a 12 month period in which 50 transactions were completed. This level of activity confirms that, for those "in the know", the industry continues to offer many opportunities.

Deal Tracker, our proprietary database, indicates that the largest ARM/RCM M&A transaction in the 1st quarter was The EOS Group's acquisition of the debt collection arm of Banco Popular for \$180 million (€135 million).

A direct result of the Eurozone banking crisis, Spain's Banco Popular was forced to sell this division in order to raise capital, after failing a banking "stress test". The sovereign debt issues that have roiled world markets are now acting as a catalyst for M&A in ARM.

[Read more.](#)

What do *YOU* think?

What is your ideal vacation?

- A. A hot, sunny tropical island
- B. Canoeing on a calm lake
- C. Escaping to cool ski slopes
- D. I only wish I had time for a vacation...
- E. Other _____

To participate in our poll questions, submit your answer and the reason(s) why by clicking [*here*](#).

just as things grow in fast movies, I had that familiar conviction that life was beginning over again with the summer."

- F. Scott Fitzgerald, *The Great Gatsby*

TRIVIA

Q:

In the U.S. which of the following observances does not take place in the summer time?

- a. National Sandwich Month
- b. National Ice Cream Month
- c. National Barbecue Month
- d. National Watermelon Month

Answer: National Barbecue Month actually takes place in May!

Coming up is June, which is National Ice Tea Month, Corn & Cucumber Month, and Fruit & Veggies Month. And after that we can celebrate Ice Cream and Watermelon in July and Sandwiches in August.



The Forwarders List of Attorneys
Our Referrals Mean Business

Click here to receive a copy of our printed directory and/or send claims

We will select one winner at random
who will receive a \$25 Gift Card.

The results will be posted in next month's issue of
"Moving Forward."



***Last month, we asked about your favorite way to
give to charity...***

Many of you enjoy the rewarding feeling of hands-on
volunteering, though some prefer to donate money or
supplies directly. However you do it, we applaud you
for your generosity and hope you continue to donate in
the future.

Congratulations to our April winner,
**Tammy Scofield of Development Planning &
Financing Group**
in San Juan Capistrano, CA.

She says, "I love to give my time, love and energy by
volunteering. We have started a lunch program here
at work and provide lunch once a month to the local
homeless shelter for the residents that are
transitioning from being homeless and going out on
their own. Everybody has a little bit of time that they
can give to someone who needs a helping hand."

Thanks to everyone who participated.

Gary's Calendar of Events

If you would like to meet with **Gary Tier** at any event
he is attending*, please click **here** to request a
meeting, or click on the event title for more
information.

*** IACC Midyear Conference**

Manchester Grand Hyatt, San Diego, CA
July 13-14, 2013

***ACA International Annual Convention & Expo**

through The Forwarders List.



Receive Our E-Newsletter

**Your Opinion
Matters!**

***Comments?
Suggestions?***

We want to hear from
you. Tell us how we're
doing and what
improvements you would
like to see by clicking
here.

Manchester Grand Hyatt, San Diego, CA
July 14-16, 2013

National Association of Bankruptcy Trustees

The Greenbrier, White Sulphur Springs, WV
August 8-11, 2013

***DBA 2013 Executive Summit**

The Sagamore Resort on Lake George, Bolton Landing, NY
August 12-14, 2013



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