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Moving Forward

March 2012

The Forwarders List of Attorneys

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Publisher's Memo

March Madness



Dear Friends and Colleagues,

Later this month, productivity in the workplace will suffer, and the cause is not the rising price of oil or increased government regulation. That's right; the cause is actually the NCAA Men's Division I Basketball Championship - commonly referred to as "March Madness."

March Madness is the single elimination, 68 team tournament that produces the National Champion for Men's College Basketball. This fantastic event is powered by the student athletes with their boundless energy and pure joy of the game. The hysteria that accompanies this three week extravaganza thrives on the buzzer-beating, game winning shots and the Cinderella/Underdog story lines that emerge each year. Two teams, fighting for their "life", are what make each game so highly contested. But to be the ultimate champion, the winning team must play with supreme focus and execution, never looking past their current opponent.

At Forwarders, March Madness is a year-round mentality. We love what we do and are extremely passionate about achieving excellent results for our clientele. Much like a team in the tournament who can't overlook an opponent, we can't overlook any of the details in our work. Every step is treated with care to ensure that we provide the best service possible.

Enjoy the tournament and remember - when you need March Madness-type energy and excellence, think Forwarders!

Regards,

Gary

Study Reveals Third Party Debt Collection Impact on Economy: \$45 billion

Third-party debt collection has an important impact on America's national, state and local economies, according to a new study by ACA International and global advisory firm Ernst and Young based on 2010 data.

"These findings reinforce the critical role the third-party debt collection industry plays as a service provider in recovering unpaid consumer debt on behalf of the public, private and non-profit sectors," said ACA International CEO Pat Morris. "Moreover, third-party collectors are actively engaged in their local communities as employers, volunteers, philanthropists and taxpayers."



Read [more](#).

A Notice From NARCA

TO NEW JERSEY AND PENNSYLVANIA MEMBERS

As many of you already know, one of NARCA's priorities is to facilitate the development of the legal collection community at the local level. Strong state creditor bar associations in the 50 states provides for proactive leadership to protect and enhance the business model of legal collections.

Read [more](#).

What do YOU think?

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Gary's Calendar of Events

WELCOME!

Welcome to the newest members of The Forwarders List! Click [here](#) to request a list of these firms.

Food for Thought

"Discipline: doing what you have to do, and doing it as well as you possibly can, and doing it that way all the time."

- Bobby Knight

"If you don't have time to do it right, when will you have time to do it over?"

- John Wooden

Will you watch March Madness games at work?

- A. Yes - my boss is a fan, too!
- B. Yes - but secretly.
- C. No - it's restricted by our IT infrastructure.
- D. No - work is for work; that's what a DVR is for!

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

**We will select one winner at random
to receive a \$25 Visa Gift Card!**

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

**Last month, we asked you what will be the biggest challenge the debt collection industry will face in 2012.**

The overwhelming response was both Volume Shortages and Compliance with Changing Laws and Regulations. Not surprising, you feel this is due to the economy and legislature that is out-of-date and out-of-control.

Congratulations to our February Poll Question Winner, **David Stuart** of Stuart Law Office in Georgia - your Visa gift card will be mailed to you!

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 Teleseminar with speaker Steven Harms

Tuesday, March 13, 2012

"Be more concerned with your character than your reputation, because your character is what you really are, while your reputation is merely what others think you are."

- John Wooden

Testimonial

"GB Collects has been using The Forwarders List of Attorneys for many years. Gary Tier and his team have become a valuable part of the services that we provide our clients. Their prompt and knowledgeable service has enabled us to handle our accounts more effectively via the superior service the attorneys listed with the TFLA provide. We know when an attorney is recommended to us that it will be a quality attorney.

We look forward to continuing to build our relationship with The Forwarders List in the future."

- Irene Ubil, GB Collects

11:00 a.m. Central

***16th Annual National Collections & Credit Risk Conference**

Hyatt Regency New Orleans, New Orleans, LA
March 14-16, 2012

FENCA AGM/Debt Collection Days of the Norwegian Debt Collection Association

Gardfermoen, Oslo, Norway
March 18-20, 2012

***CLLA Eastern Region Conference and Installation Dinner**

New York, N.Y.
March 20, 2012

NASP 2012 Subrogation Litigation: Skills and Management Conference

March 22, 2012 - March 23, 2012

FENCA AGM of BDIU

Berlin, Germany
April 19-21, 2012

***CLLA 118th National Convention**

Chicago, Ill.
May 3-6, 2012

***NARCA 2012 Spring Collection Conference**

Hilton San Diego Bayfront, San Diego, CA
May 16-19, 2012

DBA International's 2012 Executive Retreat

Hawks Cay Resort, Duck Key, FL
June 18-20, 2012

***IACC Annual Mid-Year Conference**

Boston Marriott Long Wharf, Boston, MA
June 21 - 23, 2012

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