

SEPTEMBER 2013

# Moving Forward

The Forwarders List of Attorneys  
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## Publisher's Memo



### Elementary Lesson

The hubbub of "back to school" has been circling my neighborhood as I see groups of children with backpacks and shiny new sneakers waiting for their school buses at the corner. They are all smiles and excited to see their friends and get back into the routine, not realizing that while they were on break their parents have been tending to business as usual. But now that the kids are back in school and things seem a little less chaotic, it's probably a good opportunity for us to reflect on what we might have learned while we were in school and whether we've retained anything we've been taught.

There's a book out there called *All I Really Need to Know I Learned in Kindergarten* written by Robert Fulghum that was published in 1988 that most of you have heard of, even if you haven't read it. The book lists lessons normally taught to children around 5 or 6 years old in American schools. It explains how the world would be infinitely better if grown-ups would follow some basic rules that are taught to kindergartners. Some of these basic rules are sharing, being kind to one another, cleaning up after themselves, and living a balanced life between work, play, and learning. These elementary lessons, however, do apply in the business world and those who have remembered their manners are often the most successful in their field. For example, sharing in kindergarten just means the willingness to be a speaker on a given topic at a conference in business. Being kind to one another is remembering to give one another the benefit of the doubt when something goes wrong. Cleaning up after ourselves (read: staying organized) and balancing life is a challenge for all of us but completely attainable with the right resources at hand.

At Forwarders, we've been a trusted resource since 1922 in helping our clients remember what they were taught in kindergarten. Our clients have relied on us to problem solve, get answers to easy and difficult questions, and help them grow their circle of professional relationships through our extensive network, which touches every corner of the collection industry. On the playground of the collection world, we've always been the friendly face willing to listen and help.

We are always learning at Forwarders and are interested in what you have to say. What's going on in your world? What are you seeing from clients and people in your local business community? What services can we add to help you remain at the top of your class? The more we know, the more we can help

Regards,

**Gary**

## Nearly \$1 Trillion Owed on Student Loans

More than seven million borrowers were in default as of June on federal or private student loans, meaning they are more than 90 days late on a payment, according to data from the Department of Education and the National Student Loan Data System.

[Read More](#)

## Foreclosure Activity Far Below Year-Ago Rate

By Darren Waggoner

Foreclosure filings in July - including default notices, auctions and bank repossessions - climbed 2% from a 78-month low in June but were still 32% lower than a year ago, according to RealtyTrac.

[Read More](#)

### In This Issue

Nearly \$1 Trillion Owed on Student Loans

Foreclosure Activity Far Below Year-Ago Rate

Pennsylvania Proposal Aims to Redirect Collection Costs

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

"Education is what remains after one has forgotten what one has learned in school. "

## Pennsylvania Proposal Aims to Redirect Collection Costs

A pending proposal in Pennsylvania's senate would allocate some money to the Attorney General's office for debts it collects on behalf of the commonwealth.

[Read More](#)

## 21st Annual Financial Services Collections & Operational Risk Conference

Get geared up for what's coming next in 2014. We have a jam packed agenda of core topics. Join us in Chicago!

[Take a look at some sessions](#)

## What do *YOU* think?

*Which subject would you like to go back and study?*

- A. English
- B. Philosophy
- C. Engineering
- D. Media Studies
- E. History
- F. Other

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

**We will select one winner at random**

~Albert Einstein

"It is the mark of an educated mind to be able to entertain a thought without accepting it."

~Aristotle

"Education's purpose is to replace an empty mind with an open one."

~Malcolm S. Forbes

### TRIVIA

Q:

What is the average debt of student graduating from college?

- A. None
- B. 50,000+
- C. 20,000+
- D. Under 10,000

Answer:

Since 2011, two-thirds of college seniors who graduated on time have student loan debt averages of about 26,000 dollars. Meanwhile, even though students are leaving with close to 30,000 dollars worth of debt the unemployment rate for young college graduates remains high at 8.8 percent.

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 which American Land Mark would you most like to see...

It was quite impressive to see how many of you answered that you have be lucky to have seen all the monuments listed. It showed how much of a draw these American monuments have on everybody to make them want to go see them for themselves. The most popular answer though was The Grand Canyon.

Almost everyone agreed that getting to see the greatness and vastness of the canyon would give perspective and clarity in life.

Congratulations to our July winner,

**Vicki DeJonge**  
**of Voss Michaels Lee & Associates**  
in Michigan, MI

Her answer was for Mount Rushmore and she spoke eloquently of what all the monuments mean to her saying, "As all of the landmarks listed, it is a true reflection of the American spirit and the dedication and talent of its people...we still face great challenges today and are not perfect, but we are still one of the greatest countries in the world, and our nation's landmarks continue that legacy and reinforce who we are...as a nation and a people...united we stand, divided we



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### **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**.

fall !!!"

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.

**\*CLLA Western Meeting**

Hilton Los Angeles/Universal City Hotel, Universal City, CA  
September 20, 2013

**\*FENCA**

Capotaormina Hotel, Taormina, Italy  
September 25-29, 2013

**\*NARCA**

Renaissance Washington, DC Downtown Hotel, Washington, DC  
October 16-19, 2013

**\*Collections & Operational Risk Conference**

Swissotel, Chicago, IL  
October 21-23, 2013

**\*The CLLA Eastern Region Conference**

The Sheraton New York Times Square Hotel, New York, NY  
November 7, 2013 - November 9, 2013



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