

Southwest News

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What's Happening !

- Southwest joins American Collectors Association.
- Southwest Recovery Services Inc. Hires The Soefje Law Firm, PLLC
- Rip off report web site . You need to be informed.
- Southwest Recovery Services Inc. joins Apartment Association of Greater Dallas .

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Southwest Recovery new member of American Collectors Association

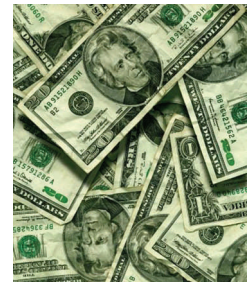
It is with great pleasure to announce that Southwest Recovery Services Inc, has joined the ACA.

One of the many benefits of being members is access to the latest news and updates related to the collection industry . Continuing education is another benefit available thru membership, it is also very beneficial and critical in staying ahead of the curve and being proactive in this industry .

Seminars are offered to aid collection managers in the art of negotiation and collection . Web based seminars are also offered, helping companies stay productive. Now a class can be attended without leaving your office.

All of this has been set in place for one reason, to better serve you, our customer .

Debt collections is an extremely competitive business. Southwest Recovery Services Inc. is committed to using the latest in collection techniques and methods to solving your collection issues .



RIP OFF REPORT WEBSITE

While sitting in the easy chair one night, I stumbled on a very interesting website . If you are buying a car , computer or anything of value please check this out . The site is called Ripoffreport.com.

You may search by state , service or goods . You would be very surprised who is being reported . If you are unfortunate enough to be reported, there is a response forum . This is where you defend your company, and or your self. If you are buying a

car I highly recommend it . The site will go as far as naming fraudulent sales managers and their practices . Where was this website when I bought my first car ?

Spot Recognition: Why do it ?

A staggering 65 percent of employees report that they have not received any positive recognition from their employers in the past 12 months . Worse is that they are leaving because of it.

Praise and recognition are vital to a company's long term success. If managers do not know how to engage employees with praise, they will lose their top talent.

Recognition is not just the softer, unexpected side of business anymore, it is an essential part of good management, and can be implemented into

everyday occasions. Research has shown that employees will work harder when recognized, thus increasing profitability for the company. Recognition can be implemented in many ways . Workplace, milestone, marriage , birth or sympathy .

Here are some tips for recognizing employees . Be immediate, the closer to the actual performance, the better. Be specific, compliment specific behaviors that reinforce company key values. Share the praise . Invite peers to praise as well . Its nice when a coworker

sees your accomplishment .



THE SOEFJE LAW FIRM , PLLC

The law offices of Timothy Sofeje are now working for SWR . This was referred to as a project in the works last month. The Sofeje Firm will be legal council for SWR and will be collecting on debt for SWR .

Tim brings years of experience, as a trial attorney and is a welcome addition . The Sofeje Law Firm will also work as SWR does on a contingency

basis . Not only will we have enhanced skip tracing abilities, but the ability to go after assets . Ensuring you get paid . For the cost of filing fees you start the legal process. The paperwork will be filed, and the debtor will be served at their home or place of business.

With the added attorney, SWR will increase its collection percentage, and ultimately

increase your returns as well .

If you have accounts at this time that you think are hard to collect, or if you have a judgment in your favor, please contact us by phone or e-mail . We will be happy to assess your needs .

Not only will we have enhanced skip tracing abilities, but the ability to go after assets. This gives SWR the tools necessary to bring closure to your toughest accounts .

BANKRUPTCY AND SPOUSES

Bankruptcy is a complex process that affects the rights of not only petitioners and their creditors, but also other interested parties, including spouses and ex spouses .

The effect of the bankruptcy on the “no filing” spouse will depend on the state in which the bankruptcy is filed.

Even if a divorce decree is filed, it does not remove the responsibility of the debt from either spouse .A divorce decree is a contract that only pertains to the two parties listed. And is not binding on any third party. The original contract that created the debt is still enforceable on any party listed .

Following divorce, community property is divided between the two parties involved . Community property becomes separate property owned by the individuals after divorce .Therefore, creditors can longer pursue the community assets. At that point ,liability between the di-



BANKRUPTCY AND SPOUSES

vocees pivots on weather the no filing ex retains personal liability under state law for the specific debt being collected .

When two spouses file jointly for chapter 7 liquidation, bankruptcy relief on both spouses are released from liability for claims that are discharged through bankruptcy .The automatic stay under chapter 7 does not extend protection to the non filing spouse when only one spouse files for bankruptcy .

Thus, when a spouse files for Chapter 7 , the auto-

matic stay protects the petitioner, but the collector may seek payment from the non filing spouse.

During a Chapter 13 bankruptcy , the automatic stay on both parties would not change or be affected by divorce . However , once the filing ex-spouse receives a discharge, the creditor or collector may pursue the no filing ex spouse who is still responsible for the remaining balance on the debt .

Few areas of the law are more complex than bank-

ruptcy . All decisions that involve a creditor's or debt collectors rights under bankruptcy should be made pursuant to the advice of legal council .



FINANCIAL STRIAN FROM HEALTHCARE COSTS A GROWING CONCERN FOR AMERICANS

One in three Americans, or 32 percent, say they are concerned that they will have to declare bankruptcy due to unexpected medical bills .

According to a recent survey commissioned by Aflac , a U.S. insurance provider, the survey found that nearly all Americans, 89 percent, say the rising cost of healthcare is among the most pressing con-

cerns facing Americans today . The nationwide survey randomly polled 2,091 Americans, 18 years of age and older, in September 2006.

Aflac's survey reveled that increasing healthcare costs in the United States have a significant impact on Americans everyday lives. This forces many Americans to put off medical care, or tap into their

savings to pay for medical services.

Additionally , increasing costs in health care are forcing Americans to go without care . The number of Americans with major medical insurance has decreased compared to one year ago , dropping from

81 percent in 2005, to 74 percent in 2006. And the perils of being uninsured are apparent .Three –quarters, or 74 percent, of surveyed respondents without any type of medical insurance report they have considered not going to the doctor because of the cost they may

incur , while only 37 percent of those with medical insurance reported doing so . The threat of financial strain and even bankruptcy due to medical costs is a legitimate concern for many Americans . A 2001, Harvard study found that illness and medical bills caused half of the

bankruptcies in 2001, and estimates that medical bankruptcies affect about 2 million Americans a year . The American Bankruptcy Institute states that three fourths of the people who file for bankruptcy because of medical debts have insurance when problems occur.

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*TIME IS MONEY
WE'LL SAVE YOU BOTH*



THANK YOU



We personally want to thank all of our customers for making this newsletter possible . Southwest Recovery Services Inc. is looking forward to the new year and what it means for the customers . We have added a new skip-tracing software this year . LexisNexis is on the cutting edge of investigative software . This added tool aids in seeking assets for lien or seizure. Southwest Recovery Services Inc. has also joined the Dallas Apartment Association, and has added the services of The Soefje Law Firm PLLC . We are looking forward to the year ahead and what it will bring for all of us . Southwest Recovery

Services Inc. is growing and this could not be possible with out you our customers, Thank you .

I want to add a little story if I may in closing. My wife and I just celebrated our 15 year wedding anniversary . We cruised the Virgin Islands, had a great time, and took a much needed break. My wife and I love to snorkel so we took a Sea Blaster cruise . It's a power boat that takes you to a lagoon for snorkeling . They offer you a snack and a beverage on the way back . Of course you can also purchase a t-shirt that says Sea Blaster . Well I had to get one . So I give the first mate Johnny my money .

As luck would have it I got the wrong size . So I traded it for another t-shirt . This one had a stain on it . I told Johnny that I didn't want to be a pain ,but can I have another shirt.? He said of course man ! No worries . When we got back to land I thought to myself , no worries . Here I am all stressed out over a t-shirt with a stain . I had to laugh a little .

We are all in such a hurry in our day to day lives that we never just stop and say No Worries ! I hope this News Letter finds everyone well.

Sincerely, Ed Cosgrove
Southwest Recovery Services

Southwest Recovery has had proven success in both commercial and retail collections. We attribute this success to our fresh approach to collections . We believe that the most effective way to collect past due debt is to treat people with respect , while firmly insisting that the debt be resolved .Our management team has combined more than 30 years experience in the collections and sales industry . With online skip-tracing services thru LexisNexis , electronic directory assistance , and personal and commercial credit reporting agencies. Southwest Recovery Services Inc. is able to put the latest technology to work for you .