



Loan Servicing Software

Newsletter

Welcome

The **LOANLEDGER++** LOAN SERVICING NEWSLETTER is a free monthly service provided by Dynamic Interface Systems Corporation (DISC), the world's leading supplier of loan servicing software for microcomputers. Since 1982, DISC has provided loan software, collection software and other sophisticated yet affordable products for lenders and financial institutions. Nearly half of Fortune 100 Companies use **LOANLEDGER++**.

To find out how **LOANLEDGER++** Loan Servicing Software can greatly enhance all of your collection activities, please call **(310) 568-4567**.

DID YOU KNOW?

Question: I would like to keep my paid off and/or charged off loans in a different company, for archiving. Is there any way to move them without having to re-enter all the data again?

Answer: There is a custom program available called "Sweep." This will allow you to move a loan from one company to another and retain the entire history of the account. Call Customer Service for details on this program.

GIVING WIDE AUTHORITY TO QUALIFIED COLLECTORS

Tell your Collectors to use their authority over you. Be assured, when they understand the four dimensions of authority... there will be no question as to who is the manager. You are!

The first authority is Position. That one is yours exclusively. The buck must stop somewhere.

The other three authorities are theirs:

- Their First authority is Competence. You are much inclined to approve the ideas of your competent Collectors.
- Their Second authority is Character. You want to go along with people who don't lie to you or steal from you. A competent Collector of high character will (and should) quite often gain your approvals of his/her ideas.
- Their Last authority is Personality. By itself, it means nothing. But, when combined with Competence and Character... the use of this Collector's Personality makes it very difficult for you to say no.

The manager of today and tomorrow won't appear to be a "boss". That manager will give freedom so many times... to Collectors of Competence, Character and Personality... that the Collector may well wonder who really is the boss.

But you'll know who is. So will your "boss".

Questions / Comments

If you have questions, comments, or would like to submit an appropriate tip to the **LOANLEDGER++** LOAN SERVICING NEWSLETTER, write to newsletter@servicingsoftware.com

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Dynamic Interface Systems Corporation
5959 West Century Boulevard, Suite 1200
Los Angeles, California 90045
(310) 568-4567*