



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: How do I adjust an account to reflect an additional advance of funds, a modification, fees added, etc?

Answer: Choose Cash Adjustments from the Transactions menu. Scroll down to the appropriate code you want to use, such as 111 for Cash Advances, 117 for Misc. Fees Added, 180 Adjustments, etc. Enter the date of the adjustment (will default to system date), key in correct Paid to date (you will have to press enter on this field for the SAVE button to come up) and the amount adjusted. If you are increasing the balance, enter amount as a negative. Positive will decrease the balance. Amount will automatically allocate to Principal. Key in the appropriate GL# for the adjustment, verify your next due date and click Save.

RUN THE MOVIE BACKWARDS. COLLECT MORE DOLLARS

"The good men do is oft interred with their bones. The bad lives long after." So wrote William Shakespeare, in "Julius Caesar".

Too often, collectors are prone to dwell on their failures... the times they did not collect. Certainly, collectors should examine failures, should try to learn from them.

But Collectors should give more than equal time to their successes. They should examine their successes, too. Those they should try to repeat.

Many successful collections are laced with luck... making the right approach at the right time under the right conditions. Having been lucky once, the goal is to make luck repeat.

So try this:

- Write a sentence describing an important collection you made. Then

write a sentence describing what happened before that. Then another sentence about what happened before that.

- Keep writing these sentences, until you get to the very first piece of "luck" that triggered the whole success. You will have run the movie backward. You will have written a reverse procedure.
- Examine your reverse procedure. You'll identify two or three key "happenings"... the happenings that were luck... the happenings that brought in the cash.
- Now write a "frontward" procedure on the few key happenings which made success. Follow that procedure in collecting more dollars. Collection success, like selling success, is "the arrangement of coincidence".

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*