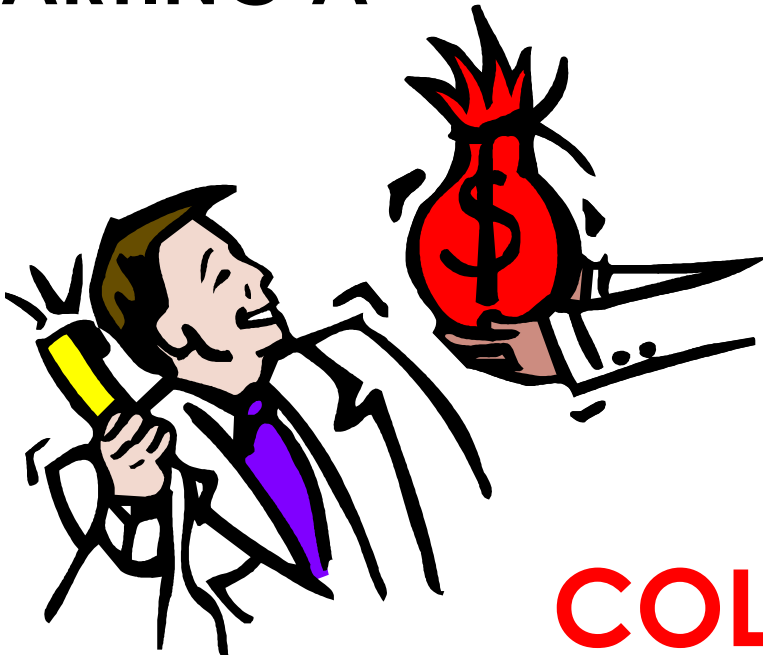
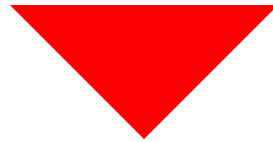




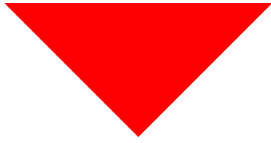
**STARTING A**



**COLLECTION  
AGENCY**



BY MICHELLE A. DUNN  
PRESIDENT, MAD COLLECTION AGENCY  
AND [CREDIT-AND-COLLECTIONS.COM](http://CREDIT-AND-COLLECTIONS.COM)



# GUARANTEE

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## MY PROMISE TO YOU

Thank you for purchasing this book!

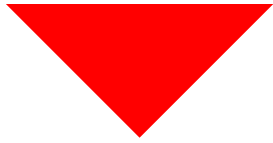
I have had so many people ask me what is required to start your own agency that I decided to compile all the information and offer it to anyone interested.

This book is sold with a money-back guarantee. If you are not completely satisfied with your purchase, send it back, or email [michelle@madagency.com](mailto:michelle@madagency.com) within 30 days, along with a note explaining the reason for the return.

I hope it is helpful to you!

Sincerely,

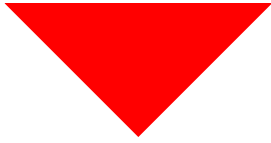
Michelle A. Dunn



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# CHAPTER NINE

## WHERE TO FIND CLIENTS

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### DOOR TO DOOR

You can also just go door-to-door to local businesses. Make a list of businesses that you think may need your service. Get dressed up, put together your promotional packets and extra business cards, and visit them. You can leave your materials and sometimes get a name of someone who is in charge of the receivables. Then go back another time, perhaps bringing donuts or pens or some little promotional item. I have had great luck with this also.

### BUSINESS ORGANIZATIONS

Join your local Chamber of Commerce, the Rotary Club, any area networking groups. You can also join online communities for networking opportunities. There are some targeted just for the credit and collections professionals. One site I created is [credit-and-collections.com](http://credit-and-collections.com) and there is also [www.creditworthy.com](http://www.creditworthy.com). There are also organizations for women businessowners, such as NAFE [www.nafe.com](http://www.nafe.com) and Digital Women [www.digital-women.com](http://www.digital-women.com).

These organizations have resources for starting your business, marketing, getting customers and many other things you will need to get your agency off the ground.

### REFERRALS

Once you get a few customers, ask them for referrals. If they are happy with your service, this will be the next best way you get business. Happy clients tell other businessowners about you, especially if you are sending them money!

