

New Montague Business Celebrates Grand Opening!



PEI Premier Pat Binns congratulates Krista Walsh, president of K.C. Collect! on opening the first woman owned and operated collection agency in the province.



KRISTA T. WALSH, THE FIRST FEMALE to own and operate a collection agency on Prince Edward Island, takes a call from her Montague-based office. Ms Walsh said having a collection agency wasn't something she dreamed about in her youth, but rather discovered through some collection work she did for an area business with whom she was employed. Clark Thompson photo

Collection agency opens in eastern PEI

The first woman to own and operate a Collection Agency on Prince Edward Island said incentive to do her job comes from her own personal experience of working for a small business that was threatened by customers with unpaid debt.

Krista T. Walsh, owner of KC Collect!, said she was working for her father's business the first time she was required to call a client regarding outstanding bills.

"I was extremely nervous," she said.

"I did not want to make the call. It was when I realized that if I didn't collect these overdue accounts this business could potentially fail and I was not going to have a job - that was my motivation."

"I started using procedures in-house that I knew collection agencies used", she said.

"This led to a family friend suggesting I start my own business."

Even though the thought of her own business may have seemed "crazy" at first, she said constant nagging on the subject led her to do some research.

"I started to collect books, magazine articles, and tried to get my hands on anything that had to do with collecting," she said.

During this research phase, a visit to her brother in Winnipeg led her to contact some of the agencies in that area.

"I went to the Yellow Pages and randomly started calling every collection agency in Winnipeg. My plan was to try and meet with an owner and have him share his experiences in the field."

Eventually she did get a meeting with one agency owner and after a three-hour chat, found herself with the tools to start pursuing her business.

Then came the challenge of licensing, which Ms Walsh said, was the most

trying part of the entire process.

"Because PEI is a smaller province there has only been a few agencies licensed in the last number of years."

"To make a long story short, the province had actually turned down my application three times and made me change its name twice. But after six months (Jan 2005-July 2005) of trying, I received my license."

She said, although she was upset at the time she is now thankful for the experience.

Ms Walsh opened her Montague-based business July 3 2005, and so far has found her experi-

ence in the business to be a positive one.

Ms Walsh's drive to start her own company should inspire more women to do the same and chase their own entrepreneurial aspirations. This is the vision of The Prince Edward Island Business Women's Association whose mission is to assist women in business to succeed by providing services and programs to meet their objectives.

"This is a great step forward to see a young Prince Edward Island woman branch out into a business field traditionally held by a man," states Ann Price, Executive Director of Prince Edward Island Business Women's Association.

KC Collect! provides collection services and accounts receivable management tools to small and medium sized businesses.

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After dealing with larger collection agencies and not seeing many results, I was a little skeptical that my funds would ever be recovered. *KC Collect!* was very helpful, professional and most importantly achieved results!! I am so impressed with *KC Collect!*'s services, that I highly recommend them to any business that has accounts receivable.
Debby Beck - Montague Computer 1997 Inc

I am very satisfied with the service that *KC Collect!* provides. *KC Collect!* is very efficient and informative. I have noticed major results from their collection efforts. I especially like the weekly account updates. I would recommend *KC Collect!* to any business having difficulty collecting their accounts receivable.
Roger Crane - Montague Tire (1989) Ltd.

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