



*Why spend more money in fees to collect your A/R delinquencies?*

**It's like sending good money down the drain.**

**Williams, Alexander & Associates has a great collections program that makes your debtors pay our fees -- you get 100% of your money**

*Fee-added accounts enjoy a **ZERO PERCENT** contingency rate. This means that our collection fees are passed on to your debtor. If your debt is \$100, you will be paid the full \$100 — we get our fees from the debtor.*

To be a fee-added account with Williams, Alexander & Associates, your member/client/patient must agree at the point of service or sale that if the account becomes delinquent, they will pay collection costs and legal fees. The typical wording for the **debtor's signed statement** that is included in the contract or membership application or patient sign-up sheet is as follows: (Keep in mind, they are not debtors at this point.)

*I hereby authorize and guarantee payment for all services rendered.*

*Although fees for services are due and payment expected at the time services are rendered, if I have been granted a grace period for payment of fees, I acknowledge that payment is due and expected at the time the billing statement is received.*

*In the event that my account becomes delinquent for more than 30 days, I also agree to pay a finance charge of 1.5% per month on any balance due, as well as all reasonable collection costs not to exceed 50%, court costs, attorney fees and interest fees accrued with the collection of this account.*

\_\_\_\_\_  
*Responsible Party*

\_\_\_\_\_  
*Date*

Both a SIGNATURE and a DATE are important elements of this agreement, because it indicates that the person knew what the terms were from the beginning. It also allows you to charge interest on a delinquent account until it is turned over for collections – you don't HAVE to charge interest, but you have protected and reserved your right to do so. When you send us your claims, just include a copy of the **debtor's signed statement** that allows us to pass along these fees to the debtor.

We are very successful in our recovery, but obviously, not every debt can be recovered and our contingency fees will not be collected in every case – we estimate that we can get the full amount for you about **90%** of the time on those debts which we collect.

*Some of your debts will have become delinquent **PRIOR** to implementing your signed statements -- or some items didn't have a signed statement attached. No problem! We'll process the debts under the appropriate program.*

Working together with you, Williams Alexander & Associates has created this fee-added program which places the accountability for delinquencies directly back in the lap of the person who caused the problem -- the debtor.

**For additional information,  
call 800-394-2655**



**WILLIAMS, ALEXANDER  
& ASSOCIATES**

*Collections and Debt  
Management Services*

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*Member, American Collectors Association*