



Fairway Collection Notes

FAIRWAY COLLECTIONS

Recovery, Reputation, Relationships

SERVING WASHINGTON & OREGON

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Legislative Alert, early-summer edition

Late in the legislative session that just ended, a bill was introduced to restore funding to in-home health services that had been cut from the state budget. To accomplish this the bill's authors proposed to implement a new sales tax on debt collection services. HB 2102 failed to move out of committee, both in the regular session and in the special session.

One thing we are learning about politics is that no issue ever really dies...the public employees union that began this effort has filed a number of initiatives, and is currently working to gain signatures in order to place the initiative on the fall ballot.

We bring this up in order to ask your help. If you believe that a sales tax on debt collection services is a bad idea ***please do not sign the initiative petitions*** currently popping up outside big box stores

in the area.

We want to make one thing clear...we support in-home health care services. These caregivers serve an extremely vulnerable part of our population. We believe that a sales tax on debt collection services is the wrong method to use to fund needed services. Not only does the need have no relationship to the funding mechanism, the legislature has demonstrated little restraint to dipping into such dedicated funds, hurting their intended recipients.

Many of the accounts our clients place with Fairway are for debts where sales tax has already been paid. We believe imposing this new tax amounts to double taxation in these cases.

We will continue to monitor this issue throughout the summer. If you have questions, or would like additional information, please call Greg Luhn at 1-800-404-5887 or you may e-mail him at gluhn@fairwaycollects.com. We appreciate your support, and encourage you to avoid signing petitions

for initiatives 1159, 1160, 1166, 1167, 1168, 1169, 1170, or 1171.

By working together we can keep the cost of debt collection services low for clients and consumers alike.



Fairway's Director of Operations Greg Luhn continues to serve the Washington Collectors Association's board of directors, assuming the position of Vice President at WCA's recent annual convention. Greg also received the 2010 WCA Distinguished Service Award in recognition of his efforts on the WCA Legislative Committee, along with the travelling trophy pictured above. Fairway Collections is proud to support WCA and its mission to the debt collection industry in Washington.

Are you pleased with our professional debt collection services? We appreciate you sharing the Fairway experience with other businesses. Referrals that mention your name will earn you a \$25 gift certificate from a restaurant near you! Limitations apply; ask for details.

Fairway Collections

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(360) 425-1611 Longview
(360) 330-5787 or (800) 493-1852 fax

Why Fairway Collections?

We recognize you have many choices in debt collection agencies and we appreciate the faith you place in us. Fairway is committed to always treating your customer firmly but with the respect that you expect and that they deserve. We promise to always behave ethically and legally with our clients, our staff, and your customers. The **Fairway Difference** is our constant search for industry best practices, coupled with our desire to put those practices to work on your behalf. Put us to the test; if you are not satisfied, call Leila at 1-800-404-5887.

Important E-mail addresses

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Newsletter questions, comments, or ideas
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Bonus Collection Ideas

Just a reminder for our Cowlitz County customers: we closed our long-time office on Vandercook Way on January 21. We partner with Copies Today/Speedy Litho to provide a pay station for consumers, as well as a place for our clients to drop off accounts. Vern and Tom are also available to help as needed! You can find Copies Today at 1305 California Way in Longview. Call us toll-free with any questions or concerns you might have, 1-800-404-5887.

The June edition of *News You Can Use*

- Welcome to the June newsletter, which finds us having jumped directly from winter to summer. The editor missed spring...here's hoping for sunny weather over about the next four months.
- Our sales staff wonders what clients prefer when we deliver treats...would you rather see donuts, fruit, bagels, or veggies? Your vote is welcome...please email editor@fairwaycollects.com.
- One additional poll question for you...at last month's Washington Collectors convention we heard an excellent presentation on social media. Would you be interested in receiving updates from Fairway via Twitter or Facebook? Again, drop us an e-mail and let us know if either would be useful to your business.
- Idea number 20 for a coffee filter...to hold dry ingredients when baking or when cutting fresh fruits or vegetables.
- Making collection calls this month? Have a friendly, sincere tone to your voice. Be specific about what you want...payment in full, or if that is not possible a specific payment arrangement. Don't apologize for asking for payment...you have delivered on your service as promised.
- Vacation time is probably on your schedule soon...what are you taking along? How many electrical cords will be needed? The Editor counts 4 in his bag.
- On that note, stay safe this summer. We like keeping our favorite clients! See you in July

They said it

A positive attitude may not solve all your problems, but it will annoy enough people to make it worth the effort.
Herm Albright

Anybody can sympathize with the sufferings of a friend, but it requires a very fine nature to sympathize with a friend's success. **Oscar Wilde**

All work and no play makes Jack a dull boy and Jill a rich widow. **Evan Esar**

Brain: an apparatus with which we think we think. **Ambrose Bierce**