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FOCUS ON RELEASE 6.9

This newsletter continues the series on highlighting some of the new features available in the latest release.



Navigator. One of the biggest new features of Debt\$Net™ Release 6.9 is the addition of an entirely new way for collectors to work. In addition to the On-Screen Collector Call List and Collector’s Scroll List, Debt\$Net™ now offers collectors an even more powerful tool for managing their assigned accounts and increasing productivity. The Navigator is an optional work tool available from both the Call List and Scroll List, which pre-qualifies accounts before they are displayed for work. The tool allows collectors access to Work Scores for accounts, lets them check on debtors that have been deferred, communicate internally with other agency personnel for accounts that need special handling, and tag (“bookmark”) debtors that they want to return to after being interrupted or pending feedback from a manager. Access to the Navigator is gained from a new Navigator button on the bottom left of the Base Working Screen.

Work List. A key advantage of the Navigator is increased capability to manage and work accounts through the Work List. The Work List can be used as an alternate way to work the daily calls. Or, the Work List can be used by the collector to select a subset of accounts from their scroll list to work. Although the Scroll List allows the collector to arrange account by several criteria (client, balance, etc.) the “**Select**” button on the Work List provides a more powerful capability for selecting accounts based on specific campaigns. For example, you can select high balance accounts for specific clients that also fall only within a specified date range. In addition, when using the Work List, the Navigator performs intelligent checks on the selected debtors and skips any that should not be worked that day – reducing time spent by collectors in reviewing accounts, and minimizing costly collection errors.

Work Scoring. Work Scoring, another Navigator feature, aids in prioritizing work for collectors. Once a work list has been selected, rearrange it by calculating the work score for the accounts. The work score is the weighted value of the account based on current data on the account in Debt\$Net™. The higher the work score, the more “collectable” the account is. Since data is constantly updated in Debt\$Net™ (e.g., transactions received, promises made, notices sent) you may want to re-score the accounts periodically during a long working session.

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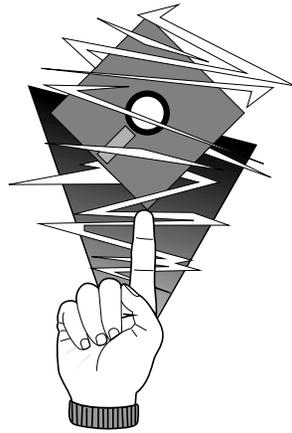
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UPCOMING EVENTS

It's a new year, and a new schedule of conventions and exhibitions for the collections industry. Drop into Lake Buena Vista, Florida next month and see Cheri. She will be attending the ACA-sponsored "March for Success Together: Internet & Check Services Program and Healthcare Services Program Joint Conference and Exhibition." The conference brings together hundreds of members and exhibitors who are available to talk about the latest tools and technology for healthcare receivables, check services, and Internet-commerce industries. The dates for this event are April 5-7, 2006. The event will be held at the Buena Vista Palace in the Walt Disney® World Resort.



Also, set aside July 9-12 to attend the 67th Annual ACA International Convention and Exposition in San Diego, CA. The ACA International Convention and Exposition is known for first-rate educational opportunities and a superb Expo Hall (made partly so, because of our Team and the Debt\$Net™ booth). It is not to be missed. The convention attracts managers, owners, and collectors of third party debt collection agencies, attorneys, and credit granting companies. Over 1,100 attendees are expected, including the team from TCM. A great place to learn new things and see old friends!



DEBT\$NET™ RELEASE 6.9 UPGRADE ASSISTANCE PACKAGE; WHAT IT MEANS TO YOU

Simple: A faster, more efficient translation to the latest Debt\$Net™ Release 6.9!

Take advantage of a singular opportunity to move to the top of the list for this new release. Sign up now for our Upgrade Assistance Package and you will be first to receive the upgrade and priority attention from our entire team of professionals. You will also realize significant savings. Save time by having our staff guide you through the process; save time by having our trainers walk you through the new features; and save time by getting put on the fast track to advance your custom programming to work with Debt\$Net™ Release 6.9. When you save time, you save money!

For only \$540, your Upgrade Assistance Package will provide:

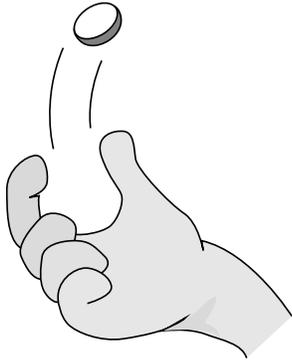
- A Conversion Coordinator that will assist you in establishing a conversion plan, reviewing hardware requirements, verifying your correct conversion installation sequence, connecting you with

Custom Programming, inventorying and validating ESO upgrade files, monitoring identification and correction of errors, and completing post-upgrade tasks.

- Separate Training sessions for Administrators and Lead Collectors, covering new features. Training sessions will be customized to match your agency's operation and current use of Debt\$Net™.
- Discounts on Custom Programming related to the upgrade. The Time and Materials option provides for a rate of only \$90/hour. The Fixed-Price option provides for upgrade of custom programming for only \$120/hour.
- A bound, Release 6.9 User's Guide - a \$150 value!

Compare and Save! The Upgrade Assistance Package saves you money. We like it because it helps us track and serve you better during the process. You will like it because it moves you to the head of the line, with more support, and at lower prices. Emergency services and incident charges add up quickly. And, with the 25% discount on custom programming, the User's Guide (valued at \$150), personalized training, and the confidence that your installation is done right the first time (priceless!) the Upgrade Assistance Package is a smart choice.

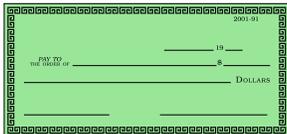




TIPS FROM TECH

The tech support team always has some tips that they want to pass on to users. Here are some issues that we see month to month coming in from different agencies. This quarter's tips include:

- **Transaction Check Dates** - Check dates on transactions allow the transaction to be entered today, but not included on the statement until the check date, plus check hold/grace period date (set under Agency File Maintenance), has arrived. This way, you can keep the payment off the client statement until the check has cleared. If the check turns out bad, you won't have to pay the client on the transaction in one period, only to have to reverse it in the following period.



- **Open Statement Period?** - The process of printing statements creates the trust record and the open statement period. The process of closing statements closes transactions for the open statement period and saves off the trust record to

a history file. Differences between the trust record and statement period can occur if transaction reversals or client payments are entered after statement printing and before statement closing. These transactions will not be included in the trust record, but will affect the statement in various ways.

Transaction reversals from the same open period will flag both the original transaction and reversal not to print on the statement. Transaction reversals for closed period transactions will print on the statement. Client payments will also display. The trust record is not updated for these three types of transactions unless statements are reprinted.

If agencies intend for these transactions to be included on the trust we suggest they clear the trust, then re-run statements so the trust record will include these transactions. By re-running statements you can always see the inclusion of transactions that were not previously available because the check date had not yet been met. We suggest agencies print statements, carefully review them, and close statements as close as possible to the time following printing of statements.

- **PhoneCheck ESO** - If you need one PhoneCheck for a debtor that is paying on multiple accounts you can use the same Check Number and Debt\$Net™ will only print

one check. If your intention is not to combine PhoneChecks, you want to be sure Check Numbers have not previously been used (i.e., are unique) for a prior PhoneCheck for the same debtor.

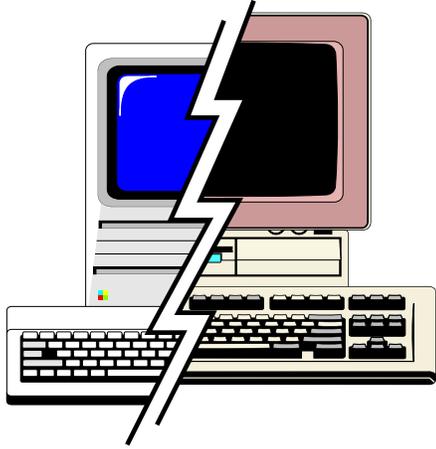


- **TransUnion CPE ESO.** Do you have the new CPE red button yet? The TransUnion Collector Prioritization Engine ESO has been updated to make viewing returned data easier and quicker. Now users can click on the ESO button on the base working screen, then on a new CPE button. This eliminates the old method of searching through extended references to find the data. The agencies that have been converted to the new format love it. Better yet, in Debt\$Net™ Release 6.9, the CPE button will light up red if there is returned data on file. This Transunion service analyzes collection activity to score how collectable accounts are.



- **Installing Debt\$Net** - Some users occasionally have the need to install new copies of the software. Remember that

there are three types of installations that can be done: (1) Typical, (2) Compact, or (3) Custom. When running the Debt\$Net™ install process, users are prompted to select the correct type of installation. By default, the Typical installation is selected. Users should be careful to select the correct type of install.



Agencies should only do one Typical installation, ever, to initially install the program. This installs the Debt\$Net™ program files. Compact install, referred to as Minimal install with version 6.9, are done on new workstations and new servers. This process installs some necessary FoxPro! library files so Debt\$Net™ can be opened from that location. This is the only type of installation that should be done following the initial Typical install. Custom installs are never run, as they do not apply.

EXPAND YOUR OPERATIONS: VEN\$TURE™ FOR RECEIVABLES MANAGEMENT

Originally developed for small start-ups, our Ven\$Ture™ product is perfect for agencies wanting to expand their services. Ven\$Ture™ is just right for receivables management of “early out” collections. It’s an affordable way to increase market share or offer existing clients new services, without disrupting your core collections operations.

Ven\$Ture™ is a derivative product of Debt\$Net™ that has all the features you need to accurately manage receivables and pre-collection accounts. By setting up a standalone system, you avoid the liability of accounts accidentally falling into collection status, when they are simply late or slow to pay. Set up clients, debtors, and accounts, and use standard features to generate call lists and reminders. Because it looks and works like Debt\$Net™, there is no learning curve for users.

Naturally, the data from Ven\$Ture™ is fully portable over to Debt\$Net™ when accounts have reached the collection stage. Basically, it replaces the old Pre\$Net™ with a more seamless data flow. Priced right at only \$1,400.



HAPPY SAINT PATRICKS DAY!



March Madness is Upon Us!

Don't Get Blown into Tax Season without taking advantage of our Tax Relief Sale!

We hope spring is bringing a lot of new opportunities to you. To help your agency grow, we are offering a 15% discount on additional Users, and all ESOs under \$1,000 (excluding FoxFire!).

If you are really taking a big jump ahead, and need multiple ESOs and Users, call Cheri today (800) 552-8397) for a custom quote!

Hurry! Sale Ends April 15th!



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