

SIF in the News

[Solutions in Finance, Inc.](#) has been making headlines lately as the source for clear insight on the turbulent state of the credit union industry.

The [Credit Union Journal](#) recently reached out to Bill Garcia to get his advice on what the future holds for credit unions.

“They were doing a piece on growth opportunities for credit unions through 2010,” Garcia said. “I was happy to share what I think we will be seeing over the next 12 months.”

Garcia was also recently tapped as an information source for the [CUNA Lending Counsel](#).

CUNA writer Jim Jerving wrote a white paper titled “Business Lending Collections” and sought Garcia’s input on the chapter regarding third party business collection.

Jerving’s paper was published in November, 2009, and was partially reprinted in an article in the [Credit Union Journal](#) on January 4, 2010.

CUNA Council members are entitled to complimentary copies of the white paper, and non-members may purchase it for \$50 per copy. It is available online at www.cuna-councils.org.

SIF Bucks Recession, Signs 5 CUs in Q4

Defying the 2009 recession, we assisted five new credit union clients in Q4 last year with our lending and collections expertise. As a result, each credit union received collection and lending best practice applications that have introduced new and improved strategies and processes to enhance their operations.

“I could write a white paper on what a flawless job Solutions in Finance did for us,” states Julie Anne Callis, CEO of National Institutes of Health Federal Credit Union. “They did a marvelous job for us setting up best practices for collections. We’re very pleased.”



Solutions in Finance conducted consulting for:

- [Cardinal Credit Union](#) (\$156 million) – consumer lending
- [Eagle Community Credit Union](#) (\$198 million) – collections
- [AltaOne Federal Credit Union](#) (\$543 million) – collections
- [NIH Federal Credit Union](#) (\$442 million) – collections
- [Sierra Central Credit Union](#) (\$651 million) – collections



“The collections game has changed quite a bit,” says John Cassidy, CEO of Sierra Central Credit Union. “We need to implement the practices of today – not yesterday – when it comes to handling collections in our current economy. Solutions in Finance came in and helped us implement best practices in our collection operations and made an immediate and dramatic difference in leveraging our technology, resources, and personnel.”

John Basco Impresses at HCUI

John Basco, VP of Client Services, appeared at the Healthcare Credit Unions International conference in San Francisco last fall. John (pictured to the right during his talk) gave a presentation about the 15 Collection Quality Components of an SIF analysis.

His ideas were very well received and prompted a lot of interesting questions from, and conversation among, the attendees.

If you have any questions about what a SIF analysis can do for you, please contact John at 888-447-0324 ext. 212 or bascoj@SolutionsInFinance.com.



John Basco
VP of Client Services



SOLUTIONS

n e w s l e t t e r

Requests for Collections Management on the Rise

As a sign of the shaky times, SIF has seen a sharp increase in the desire for our complete collection management service.

This service is for firms that need immediate intervention management. One or more SIF analysts will temporarily move into the credit union's collection department in a senior management role and take over its day-to-day operation.

Our experts are fully qualified to reorganize, re-staff and re-train personnel, as needed. They will implement industry best practices and institute whatever transitions are needed to effect immediate change.

The clients who hand over their departments to us, see their numbers start to shift within 30 days. SIF stays on-site until a cohesive, efficient in-house collection team is in place and running smoothly on its own.

Even after we leave you with the right people, tools and training, we are always just a phone call away. In the unlikely event that something slips off the rails, we are immediately available to get you back on track.

Solutions in Finance is with you for the long haul.

Trade Shows

Solutions in Finance went to Chicago for the 2009 American Bankers Association conference and to Las Vegas for the California/Nevada Credit Union Leagues shows.

Elizabeth Sagehorn, VP of Marketing, handed out fun goodies, met a lot of prospects and discussed how we can help financial institutions tighten their lending and collection departments, lower operating costs and drive down delinquency rates.



(Elizabeth is pictured to the left in our booth at CCUL with SIF's publicist Mike Lawson.)

If you have questions about the shows we went to or would like more information about our services, please contact Martha Willson at 888-447-0324 ext.114 or marthaw@solutionsinfinance.com.

SIF Sponsors Wine Auction

Solutions in Finance is a sponsor of the 9th Annual [Credit Unions for Kids](#) Wine Auction event for the Children's Miracle Network. The event takes place March 26, 2010, at the Laguna Cliffs Marriott in Dana Point, California.



SIF Services

At Solutions in Finance, we dedicate our proven business model to you in mitigating lending risks by developing and applying best practices within your lending and collections operations. Our expert services include:

- Collections Consulting
- Collections Management Services
- Consumer Lending Consulting
- Consumer Lending Management Services

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