
THE BUCAR GROUP: *Expertise and People Mean RESULTS*

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The Situation

Company seeking more productive and better relationship with collection agency.

Sales volume: \$20 million

Employees: 100

Customers: 2,000

Customer of Bucar Group: 3 years

Solution:

Bucar deployed two retired collection/credit professionals with experience, know-how and work ethic. Highly motivated by 50% share in collections commission. The same collectors all the time, therefore collections are done with industry and employee-like knowledge. Collectors did not delay, worked fast. Provided consistent and solid feedback on claim status. Recommended to company viable alternatives that helped make for easier and better decisions.

The Results

Production and speed improved greatly, by over 75%. Company extremely satisfied with “personal touch” from relationship.

“There are tons of collection agencies out there, but we quickly became most impressed with Bucar Group. They collect better and faster. They don’t stall. They communicate extremely well. They are sophisticated in approach but old school in personal touch.”

—Credit Manager