



**RECOVERING
MONEY OWED
TO YOU QUICKLY
AND PAINLESSLY**

bluechipcollections.com.au



WHAT CAN WE DO TO HELP YOU?

It's also a distraction and very frustrating: the impact on your business' cash flow can be considerable, even to the extent of thwarting your business goals.

We understand. Bluechip Collections is a debt collection business dedicated to helping businesses succeed. From start-ups through to multi-nationals, we take on the work of recouping the monies owed to our clients.

If your business has payments owed to it that are not being settled on time, get in touch with us today. We'll look after the debt recovery for you, from start to finish. You'll experience minimal hassle and a fast result, and time to focus on what you do best.

T 1300 462 114

E sales@bluechipcollections.com.au

When you need to recoup money owed to your business, but do not necessarily have the knowledge, resources or experience to do this effectively, it's difficult.





WHAT MAKES US DIFFERENT?

Bluechip Collections has industry-leading experience of every aspect of debt recovery: we act quickly to successfully collect the money and deliver for our clients.

Unlike most debt collection agencies, we partner with Boss Lawyers, one of Brisbane's most prestigious debt recovery law firms, to provide a truly premium service.

The co-founders of Bluechip Collections – Nathan Wilkinson and Mark Harley – are both award-winning professionals within the credit management, law and debt recovery industries. As a result, we have the resources, experience and track record to deliver.

Importantly, we guarantee that you will only ever be charged commission on a successful recovery. Therefore, your relationship with us is as risk-free as possible. In some circumstances, we may even be able to recover our commission from the debtor too!



HOW IT WORKS



You tell us about the debt

Simply email us at sales@bluechipcollections.com.au with information about the debt or load it onto our website and we'll take care of the rest. Your dedicated account manager will contact you to ensure we have all the information we need to proceed, including your signed Client Service Agreement.



We start collecting the debt

We'll start collecting your debt within 24 hours of receiving it. Our first action is to contact the debtor via telephone, email and letter, all free of charge to you. We'll also report on the status of the debt collection as often as you require.



We get results

Receiving money from debtors is our specialty. With our firm but fair approach and our proven strategies, we guarantee you the quickest and most painless recovery possible.



You receive your money

Once we have received your money, we can then tailor the remitting process to your needs. We can transfer the money back to you either weekly, fortnightly or monthly.

WHAT SERVICES CAN WE PROVIDE YOU?

COMMERCIAL DEBT RECOVERY

Commercial Debt Recovery can be extremely complex if not handled by a professional. Our staff are fully trained to manage every case with finesse. Our service is underpinned by our strategic partnership with Boss Lawyers and our streamlined processes. Our ability to negotiate and conclude disputes is why we are truly the premium collections agency.

CREDIT APPLICATION FORMS & CREDIT SCORES

At Bluechip Collections, we can provide you with a bullet-proof credit application to protect you in future transactions. With our tailored credit applications, we can significantly increase the likelihood of future credit recovery or successful navigation through legal action, if required.

If you already have a credit application form, we will review its terms and conditions to identify and close any loopholes. We can also add clauses to give you greater protection. Your risk of debtors will reduce, and your chances of collections will increase, ultimately mitigating the risk of bad debts in the future.

We can also assist with screening existing and prospective borrowers by providing their credit reports and scores, giving you full transparency for your future trading.

CONSUMER DEBT RECOVERY

Australian consumers love credit and can amass debt easily. Therefore, it's vital for businesses to have an effective accounts receivable function or to become a client of Bluechip Collections. Our staff are trained to navigate the most complex of consumer collections to achieve a speedy recovery of the debt. We have access to numerous databases that assist our team to locate the debtor, commence negotiations, and ultimately achieve a successful result.

INSURANCE DEBT RECOVERY

We offer you a large suite of resources to help with all your insurance recovery requirements. The team at Bluechip Collections has vast experience of recovering from both uninsured and insured debtors throughout Australia. We also have the knowledge and skills to recover from insurance companies and the ability to navigate around obstacles that may prevent a successful recovery. Likewise, we have significant experience in resolving liability disputes.

SKIP TRACING & PROCESS SERVING

One of the most common reasons a debt goes unpaid is because the debtor loses contact with the creditor. At Bluechip Collections, we know how to locate debtors and ultimately recover your money.

We use the latest data, tools and an Australia-wide network of professionals who are trained and qualified to help locate missing debtors.

An invaluable tool for getting information about the debtor is a field call. This is where one of our agents attends the debtor's property to gather information, such as their asset conditions, tenancy arrangements and employment status. Our qualified agents can also serve court documents, if required.

LEGAL ACTION

At Bluechip Collections, we make every effort to exhaust all collection avenues for our clients. However, there may be times when we recommend litigation.

Legal action will only ever begin with your written authority. You will receive our strategic recommendation, an estimate of costs, and the likelihood of a successful recovery.

Our strategic partnership with Boss Lawyers provides our clients with a streamlined and comprehensive legal service for all debt recovery needs. The team from Boss Lawyers are available to discuss any defended matters and counter claims directly with you. Boss Lawyers delivers an effective, reliable and ethical service for every client in every circumstance and has the industry awards to prove it.



WHAT DOES IT COST?

You will only ever be charged a commission on a successful recovery. We have structured our rates to be among the most competitive in the market.

What's more, as an introductory offer to new clients, we are offering a price match guarantee.* This gives peace of mind that you are getting a premium service at an industry-beating price. There's no reason to go with any other provider!

| DEBT AMOUNT | COMMISSION RATE |
|--------------------|-----------------|
| Over \$100,000 | 6.5% |
| \$50,001–\$100,000 | 10% |
| \$30,001–\$50,000 | 12.5% |
| \$10,001–\$30,000 | 15% |
| \$5,001–\$10,000 | 20% |
| \$1,001–\$5,000 | 25% |
| \$100–\$1,000 | 35% |

NB: GST is applicable to the above rates. Debts under \$500 are accepted at our discretion with an upfront loading fee of \$10+GST per debt at time of submission. Debts that are older than 12 months from their invoice date incur an additional 5%+GST on top of our standard rate.

* Excludes promotions, sales or any other deal that could be construed as being offered at a discounted price. All price matches are upon our discretion, so we can determine the equivalency of the work.



WHO'S BEHIND BLUECHIP COLLECTIONS?

NATHAN WILKINSON

Nathan is a multi-award-winning debt recovery and credit management specialist. He was named the national winner of the prestigious Australian Institute of Credit Management (AICM) Young Credit Professional of the Year Award in 2017, the biggest award of its kind in Australia.

Nathan's career comprises senior, operational and managerial roles in the finance industry and in accounts receivables. Nathan specialises in all forms of debt recovery. He is a member of the Australian Institute of Credit Management, the Association of Accounting Technicians and the Young Investors Club.

He holds a qualification in accounting, is a Commissioner for Declarations, a scholarship winner and has sat on the Queensland Council of the AICM.

| AWARD | PRESENTER | YEAR |
|---|---|------|
| Leadership Award | AIPT & Foundation Education | 2018 |
| Young Credit Professional of the Year – National Winner | Australian Institute of Credit Management | 2017 |
| Young Credit Professional of the Year – Queensland Winner | Australian Institute of Credit Management | 2017 |
| Pinnacle Award | Australian Institute of Credit Management | 2016 |
| Young Credit Professional of the Year – Queensland Finalist | Australian Institute of Credit Management | 2016 |
| Collector of the Year | ARMS Global Group | 2013 |

MARK HARLEY

Mark helps businesses to protect their commercial interests by advising on and enforcing their legal rights. He does this through preventive measures and, if necessary, litigation. Mark has practised commercial law, commercial litigation and insolvency law for more than 10 years. He established Boss Lawyers in 2014.

An award winner with degrees in law and information technology, as well as being a director of several companies, Mark speaks the language of business owners and understands first-hand the issues you face. He represents clients on a wide range of litigation matters and has considerable experience in asset structuring, corporate and commercial matters.

Mark holds a Bachelor of Law and a Bachelor of Information Technology from Queensland University of Technology, 2007. In 2008 he became Solicitor of the Supreme Court of Queensland and Solicitor of the High Court of Australia.

| AWARD | PRESENTER | YEAR |
|---|---|------|
| Most Outstanding Boutique Law Firm of the Year | AI Magazine | 2018 |
| Legal Representative of the Year – Pinnacle Award | Australian Institute of Credit Management | 2017 |

GET IN TOUCH TODAY

P 1300 462 114
E sales@bluechipcollections.com.au
F 07 3188 0209

Level 2
433 Upper Edward Street
Spring Hill QLD 4000

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