

# collectIT solution to debt problem

There are 320,000 small businesses in New Zealand with 20 or fewer employees.

Following up on overdue accounts and bad debts can become a nagging problem. They take time, resources and knowledge most small businesses don't have.

Two innovative women have come up with a unique concept to assist small to medium-sized business with their finance issues.

Hamilton-based Melanie O'Neill and Catherine Clark have developed collectIT, a web-based tool kit designed to help with debtor management and debt collection.

The essence of the collectIT site is a do-it-yourself system enabling businesses to chase their debtors through the courts without the need to involve solicitors or debt collection agencies.

Angela and Rodney Sharp, Progressive Hydraulics, have been using collectIT since June and, so far, have had a number of overdue accounts paid off. Some of which included an \$800 account which had been overdue for four months, but paid in full within two days of the collectIT letter demand.

A \$63,000 account had been overdue for two years. However, following a letter of demand, the debtor has paid \$20,000 over two months.

"Now I have a solution with collectIT, I feel like I have control over the debtors so I don't have to worry so much," Angela Sharp said.



The two women behind the collectIT system, Melanie O'Neill and Catherine Clark.

The women have created content for the collectIT website to deliver step by step solutions for small businesses who are either faced with slow payers or people who just don't pay at all.

collectIT is the only system like it on the New Zealand market.

"It truly empowers business owners because it provides the full picture from following up slow payers to obtaining court orders to enforce the payments," Catherine Clark said.

The collectIT website provides terms of trade and credit application forms for those businesses who are new or have never had these in place. Professionally worded reminder letters are provided to follow up slow payers together with the court documents required to pursue debtors through the court system.

collectIT was launched in May and already has businesses thrilled to have new solutions for their debtor problems.

**We've made debt collection our business –  
so you can get on with yours!**

- ✓ DIY Terms of trade, debtor management & debt collection
- ✓ Step by Step instructions
- ✓ Unique, affordable & cost effective system
- ✓ Only one of it's kind in New Zealand

**collectIT**  
your debt collection system

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