

Debt Collection Made Easy

Debt collection agencies are nothing new. They abound everywhere. They have filled the gap for those with very small debts which are uneconomic to pursue. Now there is something new available.

CollectIT Limited, a company formed by Melanie O'Neill and friend Cath Clark, offers a web-based debt collection process offering small businesses (and anyone else who wants to use the product) access to the website

This enables them to use the debtor management process on the site and pursue their debtors themselves.

Research suggests there is nothing like this service offered in New Zealand at the present time. Debt collection agencies offer a variety of services, usually based on commission on collected debts only.

The subscriber gets template letters to send to debtors and slow payers, telephone scripts for telephoning slow payers and then moves through the debtor management system to all the documents necessary to issue proceedings through the District Court and the Disputes Tribunal.

The process guides the subscriber



Cath Clark and Melanie O'Neill

through the initial stages of the debt collection process in the court system right up to running a defended hearing with the necessary interlocutory steps, through to judgment and then enforcement of the judgment.

The subscriber has access to not only the documents needed, but also template letters to write to the various District Courts, the required court fees, numbers of documents required, addresses of the various District Courts and explanations and tips where necessary. A glossary of terms is also provided.

This easy to use site is something that you can promote to your clients when they come to you with that aggravating small debt which they wish to pursue but which is clearly uneconomic for them to do so through you.

Whilst this might seem like 'taking calls to Newcastle', I am of the view that this fills a niche which is otherwise vacant at the present time because, for the subscription amount, the subscriber can manage his or her own affairs at their own pace without worrying about ever mounting legal fees or commission.

The site is www.collectit.co.nz. The documentation and templates are available only to those who subscribe, but CollectIT Limited has attempted to write the instructions, tips and glossary so that the ordinary small business owner can understand the terms used.

This is a product that I have watched grow over a relatively lengthy period of time and I have assisted where possible.

Clearly, as lawyers you will have no use for this site, but your clients might and they may also thank you for putting them onto a site which allows them to undertake their own debtor management, increase their cash flow and pursue their own debtors for a very small sum, which in the past they have ignored, written off or basically done nothing about.

For those of you who care to look at the site, feedback, be it positive or negative, is welcomed. You can contact CollectIT Limited through the website itself.

David O'Neill