

# Collections IQ™

Smart insight. The right resources for Higher Education.



## A Holistic Approach to Reduce Student Defaults & Delinquencies

**Collections IQ™** is a unique collaboration between experts in financial literacy, account management, and student account recovery. Together, they are promoting a more holistic approach for bursars and business officers in Higher Education who want to lower student defaults and delinquencies.

*For some of your students, the most lasting relationship they'll have with your school is through a debt collector. Choose the right agency with the smart approach to negotiate and counsel reachable repayment plans.*

Cindy Schick  
Vice President of Business Development  
Higher Education, NCC Business Services

*It's not enough to ease or tighten student payment policies, find additional aid or engage third-party collection efforts sooner. We've got to change the status quo to lower AR balances and earn more satisfied customers.*

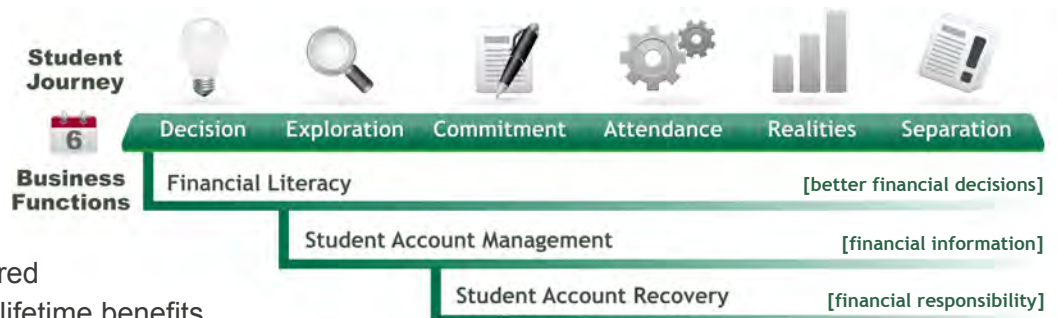
David Glezerman  
Assist. Vice President & Bursar  
Temple University

*The irony is we're asking the education industry to educate about financial literacy and wellness, but they want to wait and see if it works before they do.*

Kris Alban  
Vice President  
iGrad

## Continuum of Paying for Higher Education

When integrated and progressive business functions engage early in the Student Journey, a student-centered process emerges to produce mutual, lifetime benefits.



**What can you do RIGHT NOW to begin to make a difference at your school?**

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Contact  
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for a collections needs analysis.

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