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HOW THE IRS CAN HELP YOU COLLECT MONEY FROM OVERDUE CUSTOMERS.

THE PROBLEM

Customers who refuse to pay or deliberately slow pay.

THE SOLUTION

The IRS Collection Strategy.



By Ben Ricci

THE STRATEGY & WHY IT WORKS

This collection strategy works on the premise of reporting the debt as a loss, which will cause the IRS to view it as income to the debtor. It's well known that the IRS routinely runs computer matches of 1099s against tax filings.

Once your debtor realizes the IRS could be examining their tax statement a little more closely, you will be surprised how quickly a check can arrive in the mail.

The key to this powerful strategy is communicating clearly to the debtor what actions you're taking, the consequences of those actions, and what the debtor needs to do — like pay immediately — to avoid the consequences.

The step-by-step instructions, the IRS1 collection letter, the pre-formatted documents, IRS form W-9, and program instructions required for you to effectively use this strategy are available at the Stevens & Ricci website.

One important reminder: this is an aggressive approach to collections and should be reserved for only the most stubborn refusals to pay.

Thus far the strategy has been incredibly effective. Many Credit Managers and Controllers have achieved great success while using the program. One Controller, Angela Tomassetti from A.R. Fuels said, "I mailed 25 IRS1 collection letters based on this strategy and fifteen paid right away without even a follow-up call. What's more, is that these were our most stubborn accounts given one last chance to pay."

If you're frustrated with stubborn customers who don't pay, get the IRS collection strategy now. Start recovering the money you're due. Visit www.stevens-ricci.com/credit_tips.html for more information.

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Ben Ricci is a partner with Stevens & Ricci, Inc: a credit management and debt collection firm. If you have questions or comments, Ben can be reached by email at bricci@stevens-ricci.com, or by phone at 1-888-722-1611. You can also visit their website — www.stevens-ricci.com