

# LegalCollectionScore™



## Suits are costly! Knowing who will pay and how much are crucial to your decision.

PredictiveMetrics' (PMI) LegalCollectionScore™ statistical decision model for debt collection drives faster, more efficient and profitable collections. By identifying dollars and payers, along with the advanced reporting PMI provides the ability to develop the most cost-effective collection strategy.

### Why Use LegalCollectionScore?

**Profitable:** The use of predictive metrics to rank order and segment accounts based on cost, effort and impact.

**Fast:** Increases efficiency by allowing you to make quick and accurate decisions based on reliable science and statistics.

**Predictive:** Collection scoring forecasts financial performance using your placement data and combining it with socio-economic and demographic data supplied by PMI. Aids in the due diligence process of debt buying and debt selling.

**Smart:** Leave the analysis and statistics to us. With LegalCollectionScore prioritizing your collections, you will be able to optimize your valuable time, money, and resources.

**Customizable:** Integrates your collection rules into the score for better bad debt recovery. We'll data mine for you by querying based on your criteria and setting up profitability simulations. We provide extensive reports for collection planning.

### LegalCollectionScore Works for You

Integrate this collection scoring model (a/k/a recovery scoring models) into your collection process and take advantage of:

- ◆ Leveraging the Predictive Power of Your Placement Data, which is easily accessible and it's FREE
- ◆ Utilizing Your Data To Minimize Costs and Maximize Returns
- ◆ Payment Recovery Behavior Specific to Bad Debt Collections: Increase Accuracy by Matching Debt Type (Medical Collections, Credit Card Collections Card Recovery...), Age, and Balance
- ◆ Scoring All Accounts to Maximize Profits

Have PredictiveMetrics conduct a **FREE retrospective analysis of LegalCollectionScore** on your portfolio to obtain mathematical proof that the score optimizes liquidations on your portfolio.

### What is the Score?

LegalCollectionScore is an empirically derived multivariate statistical-based predictive scoring model that is based on more than 10 million charged-off observations that are blended with socio-economic and demographic data provided by PMI. Because our industry database is so vast, LegalCollectionScore accurately predicts liquidations and dollars to be collected per account, and **does not require bureau data** or personally identifiable information. This predictive score is frequently refitted to reflect your collection results to ensure ongoing model stability and performance. LegalCollectionScore puts you in the driver's seat.

### How Do I Obtain and Use Scores?

The model scores are straightforward and easily accessible via the Internet. File transfer occurs through encrypted FTP Internet exchange, minimizing IT resources and no scoring software to implement. Our scoring service provides both real time and batch.

Segment and prioritize collection accounts based on cost, effort, and expected dollar value to maximize your collection resources and personnel most effectively.

## Utilizing Your Internal Placement Data Is Predictive and Saves Money

The only data needed to produce and validate LegalCollectionScore is:

- ◆ Charge-Off Date
- ◆ Charge-Off Balance
- ◆ Last Payment Date
- ◆ Amount of Last Payment
- ◆ Current Balance
- ◆ Zip Code
- ◆ State
- ◆ Original Account Open Date
- ◆ Placement Status
- ◆ Collector Notes (optional)
- ◆ Credit Limit (optional)

Personally identifiable information is not required.

Once PredictiveMetrics receives your data, we mine it and apply the collection scorecard. The process can handle masked data if necessary.

## PredictiveMetrics, Celebrating 14 Years of Predictive Scoring Excellence

PredictiveMetrics turns probabilities into profits. We specialize in providing advanced knowledge-based predictive modeling solutions to a variety of companies, industries, debt types and types of financing.

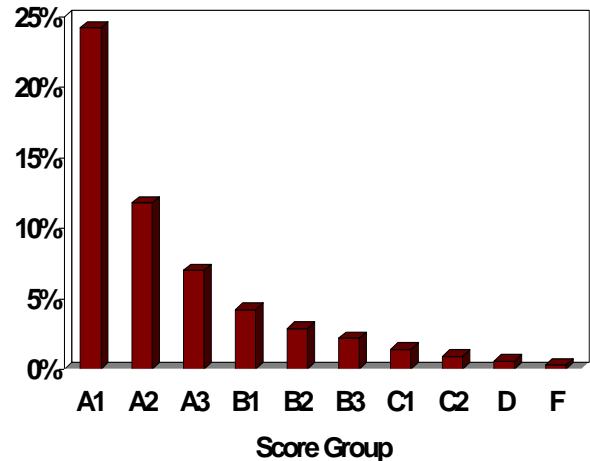
PredictiveMetrics provides custom and industry specific scores for charged-off collections, precharge-off collections, bad debt buying and bad debt selling, underwriting, and portfolio management. Our analytical team is comprised of statisticians, econometricians, and actuaries that use state of the art statistical techniques to help you understand collections on your portfolio.

**For more information about PredictiveMetrics' LegalCollectionScore, call 732-530-9303 and ask to speak with a sales representative.**

## PredictiveMetrics' LegalCollectionScore Results:

### Retrospective Analysis Results

*Liquidation Rates: Account Payment Received*



This graph validates that LegalCollectionScore works for determining which accounts are more likely to pay and how much will be collected.

## Enhance Your Collection Scoring with a Custom Treatment Design

Identify the best collection methods to take cost-effective actions. PredictiveMetrics analyzes LegalCollectionScore together with your collection treatments (actions) to help you develop a statistical-based treatment strategy. By using this service, you will understand the measurable impact of taking certain collection actions on an account and portfolio basis, leading to a superior collection strategy.



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