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SPOTLIGHT

Businesses, especially small, owner-operated ones, are not banks and generally can not afford to carry account balances for long periods of time. Commerce works best when customers pay their bills. Sometimes, after trying to collect debts, businesses must turn to professionals to help collect money owed to them.

That's when they can turn to *Cascade Collections, Inc.* Since March 1970, they have represented businesses in the collection of past due accounts including resolution of disputes and payment negotiations. President Lorie Roberts and Vice President Sharina Martin, together with their professional staff gather information, follow up on investigations and, when necessary, use legal means to ensure repayment.

"We offer our clients help in establishing a billing and collection procedure time schedule to help increase the best rate of return for them," says Roberts.

Cascade Collections offers a letter writing service prior to a past due account being assigned for collection. "This is a notice sent on our own letterhead giving the consumer a final 30 days to remedy their debt and deal directly with our client," Roberts explains. There is a small cost to our client, however, 100 percent of the money collected during the initial 30-day period goes directly to the client; there is no commission owed during this period.

Cascade Collections is a full-service collection



Cascade Collections, Inc.

1375 13th Street SE • Salem • 503-364-0455

agency, dedicated to the success of their clients through the highest level of professional and ethical collections procedure providing their customers the best rate of recovery on their past due accounts.

"Our mission is to maintain a positive reputation of our industry and add to the health of our economy. We represent our clients with integrity and treat our customers with respect," Roberts says.