



# Starting a Collection Agency

*Michelle A Dunn*

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## **Starting a Collection Agency** Michelle A Dunn

How to make money collecting money, Starting a Collection Agency Michelle Dunn, Never Dunn Publishing, LLC, \$29.

Starting a business is a daunting task, and starting a debt collection business is even harder. Between licensing, bonding, Fair Debt Collection Practices and so many more qualifications a debt collector starting his or her own agency must face, where do they begin? In her instructional guidebook, How to make money collecting money, Starting a Collection Agency, debt collection expert Michelle Dunn explains the critical steps to take when starting your own agency.

Dunn begins by helping Entrepreneurs gather all the information they need to start their own collection agency. She then goes on to explain how she started, set up and ran her own successful collection agency for over 8 years. This book acts as a guidebook to anyone on how to get your business up and running, she says, and if you follow the steps outlined you will have your own successful agency.

Dunn's easy to read format takes the "scare" out of everything that is required when starting a collection agency. With chapters such as What is a collection agency, Should I start my own agency, and explanations of the business plan, legal requirements, state licensing information and helpful tips, Dunn successfully answers questions anyone might have when starting their own agency.

In How to make money collecting money, Starting a collection Agency, readers learn how to find clients, whom to contact to obtain a collection agency license in your state, information on business plans, marketing, The Fair Debt Collection Practices Act, and many other things you will want to be aware of when starting your agency.

Sharing her knowledge and experience from starting and running her own agency, Dunn teaches readers how to get a successful agency up and running. With the tips and information provided in this book, Entrepreneurs can confidently start their own debt collection business. Armed with the knowledge of who to contact, what associations to join and how the debt collection industry works, they will be able to be the owner of a collection agency with resounding success.

Michelle Dunn, founder and president of Never Dunn Publishing, LLC, is a writer, publisher, consultant and the Editorial Advisor for Eli Financial Debt Collection Compliance Alert Newsletter. Michelle started M.A.D. Collection Agency in January 1998 and ran it successfully until December 2004, when she sold it. She still owns and runs Credit & Collections.com an online community for credit and business professionals. She has been featured in Ladies Home Journal, PC World, Home Business Magazine, Home Business Journal, Entrepreneur, The Internet Web Source, Professional Collector, and in Home Based Business for Dummies, Shameless Marketing for Brazen Hussies, From the Home-Front The Simple guide to starting and Running a Home based business, on (NPR) National Public Radio and many newspapers nationwide. She has many published articles and 3 published books to add to her list of accomplishments. She is now publishing two more titles in her Collecting Money Series as well! as a boxed set.

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