

INDI UNIT NEWS

JANUARY 2005

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Special
points of
interest:

- Updating the Indiana Collectors Assoc. library
- ICOLPAC raffle to be held in the spring
- Motion to eliminate Proxies for Directors at National Meeting

It is hard to believe that 2004 has come and gone. It was a very eventful year for the collection industry as the legislation finally passed allowing the IRS to outsource an estimated \$250 billion dollars in delinquent taxes to private collection agencies. I am sure this will mean a lot of opportunity for many of us in the industry.

The Indiana Collectors Association also had a very good year. Attendance was better than it has been in many years during our fall meeting at Embassy Suites North in Indianapolis on November 9th. It was great to see so many new members attending and I hope this trend

President's Message

By David Barnard

will continue. It is critical to have participation from as many members as possible to grow and strengthen our organization. As they always say, you only get out of it what you put into it. The board will begin discussing in January the implementation of an Indiana Collectors Association website. We welcome any input you may have about information you would like to see or be able to access via the website. Please contact me at davidb@medshield.com with any suggestions.

The association will miss our lobbyist, Patrick Tamm, who has taken a position with the law firm of Ice, Miller. After Li-

vengood & Associates find Patrick's replacement, we will work to educate him or her about the issues important to the collection industry so we can be assured our interests will be looked after. Congratulations and best wishes Patrick!!

In closing, it has been a pleasure to serve as your president the past two years. I thank all of my board members who have supported me with their time and wisdom. I hope we have record attendance for our spring meeting and that each of you will support our new president, Dana Bausback, with the same enthusiasm you have given me.

Education Report

By: Linda Reed

Good news!! We are updating our Indiana Collectors Association's library. I have ordered six new training items from ACA. Three new CD-Rom's: Learning to Lead, FDCPA CBT, PTCT CBT, and three new videos: Without a Doubt, Let Their Emotions Be Your

Guide and Compliance at Every Step.

If you would like to borrow any of these items please call Barb Horan at (812) 663-4099 or e-mail her at horan6@verizon.net. Members are allowed to borrow

items at no cost and keep them for two weeks.

I-COLPAC Report

By: Jeff Rattler

The I-COLPAC raffle was not held at our fall meeting. We are now planning it for our spring meeting, which will be held in May. We will once again, be forwarding tickets and a cover letter asking for your participation in the selling or buying of

the raffle tickets. The money in this fund is used for contributions and to get our association's name in front of the legislators so they may become aware of us and our issues. This raffle is vital to the success of our association. Please help out in this important matter.

The distance is nothing; it is only the first step that is difficult.

Du Deffand

Membership Report

By: Jim McNally

ICA started 2004 with 84 members and concluded the year with 84. During the period, there were five new members and five terminations. At the time of this writing, we have one additional agency interested in membership

and they are currently working on licensing.

Attendance of our members at the ICA spring and fall meetings were very good this year. I look forward to seeing you at our meetings this coming year.

The ICOLPAC raffle will be held at our spring meeting. Look for tickets in the mail.

National Director's Report

By: Fred Ramirez

All roads lead to Dallas, Texas for ACA's 65th Annual National Convention that took place on July 14th-July 17th. Attendance at this year's convention was well over 1,200 people.

For me, the convention starts with the board of directors meeting. We have more than a

few items on the agenda to discuss and vote on. One key issue was Proxies for Directors. The board approved a motion to eliminate Proxies for Directors on the board. A new bylaw provision has been proposed to address a vacancy or emergency situation that may prevent a dully sworn and

elected director from attending a board of directors meeting. This new bylaw provision will have to be voted on by the units and added to their unit bylaws if approved.

The Executive Committee of ACA voted on June 15th to

You give but little when you give of your possessions. It is when you give of yourself that you truly give.

Kahlil Gibran

NATIONAL DIRECTOR'S REPORT CONT'D

BY: FRED RAMIREZ

Terminate the services of Twenty-First Century Group (our Washington lobby firm) due to a conflict of interest. The issue was the new legislation that will allow collection agencies to provide their services to the IRS in the collection of taxes. 21st Century Group was supporting and lobbying for an amendment that would require collection agencies to hire people with disabilities in order to qualify for IRS contracts. Dan Tate (our Washington Legislative Counsel) will be available to assist us on other legislative issues until a new lobbying firm is hired. In addition to his work on HR 3066, Mr. Tate has helped us make great progress with his valuable knowledge of issues and people in

Congress.

Harry Strausser from Pennsylvania has been elected as ACA International President. He will serve a one year term.

There was some discussion on an idea presented by the Executive Committee to move the Annual Convention to the fall. It was decided that since attendance numbers are at an all time high for two years in a row, we should not make any changes other than look for convention sites with milder temperatures. Future sites already selected include Washington DC for 2005 and San Diego, CA for 2006.

A new item on this year's agenda was the idea of hiring a national public relations agency for ACA. A marketing consultant hired by

ACA provided a presentation that indicated areas in which we as an association would benefit from using a professional public relations agency. One main goal is for ACA to be respected and authoritative source of information for reporters about the industry and policy issues regarding credit and collections. The board voted to approve a motion authorizing ACA to spend \$50,000 (from the monies we have in reserves) to hire a public relations firm.

Over all, ACA is in good financial condition. They ended the fiscal year ahead of budget and for the second year in a row, total membership is up and they expect that trend to continue this year too.

Legislative Report

By: Don Horan

The Telephone Consumer Protection Act (TCPA), which was modified last year is causing problems for debt collectors. The regulation, among other requirements, stipulate that when a company uses a prerecorded message to communicate with consumers the message must identify the

name of the company as registered with the state authorities. This is in violation of the FDCPA if your name suggests you are a debt collector. Also, the regulation states you may not use a auto-dialer to call a wireless number without express consent of the consumer. ACA has been working with

FCC to amend this. ACA has asked a few U.S. Senators, including our own Senator Bayh to send a letter to the FCC on our behalf. If you can help, please let me know. You can contact me at (812) 663-2777 or e-mail me at don@caicollect.com.

We must use time creatively and forever realize that there is time always to hope to do great things.

Martin Luther King, Jr.

“goal for ACA is be respected and authoritative source of information about the industry”

When you get to the end of your rope, tie and knot and hold on!

Franklin D. Roosevelt

THE BOARD OF DIRECTORS

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