



Credit & Collection E-Alert



"While technology is important, it's what we do with it that truly matters."

Muhammad Yunus, economist, Nobel Prize winner

Here is what you'll find today in this issue:

- **Education:** *Joint Checks – Are they a surefire thing? Safe Strategies when your Contractor is struggling on a Project*
- **Technology:** Cyber Security from a C-Suite Perspective
- **Upcoming Credit & Collection Events**
- **Technology and Credit Management: Can We Handle it?**

Education: *Joint Checks – Are they a surefire thing? Safe Strategies to use when your Contractor is struggling on a Project*

JOINT CHECKS MAY NOT PROTECT YOU LIKE YOU THINK THEY DO.

A new case from the United States Bankruptcy Court for the Eastern District of Virginia tells us that joint checks may be riskier than we thought.

Nearly everyone reading this article has probably, at least once, dealt with a situation where a general contractor or subcontractor fails to make payments as they become due. In response, the construction industry developed practical mechanisms to deal with such issues and keep projects moving forward. Among the most frequently used are joint checks. [...Read more](#)

Reprinted by Permission from: © (2018) Paul Schrader; Fullerton & Knowles, P.C., Clifton, VA; (703) 818-2600

Cyber Security: 10 Best Practices from a C-Suite Perspective

At a recent CRF Forum, Gregory Garrett, Head of US and International Cyber Security BDO, spoke about recent trends in cyber security and what the future holds. The Bottom Line - consider these 10 Best Practices steps to be sure your company is protected.

[...Read more](#)

Quick Links

[DAL Home Page](#)

[About DAL](#)

[DAL Client Service Center](#)

[Place a Claim](#)

DAL's Top Ten Debtor Excuse

"My customer told me their check was late because they wrote *their address* on the envelope instead of ours and the post office took a week to deliver it to them."

[Read More of DAL's Top Ten Debtor Excuses!](#)

[Send us your best debtor excuse. If we use it, we'll send you \\$25!](#)

Upcoming Events:

NACM Webinar: New Technology and the Fair Debt Collection Practices Act

Monday, September 10, 2018, 3:00 PM EST

Technology Impact on the Order 2 Cash Discipline

Friday, October 12, 2018 – 8:30 AM-3:00 PM - Parsippany, NJ

CRF Forum: October 22-24, 2018 – Salt Lake City, Utah

Technology and Credit Management: Can We Handle it?

At the August 2018 CRF Forum in Orlando, there were lots of technology buzzwords – mostly Big Data and AI.

As Anthony Scriffignano, Ph.D., Sr Vice President, Chief Data Scientist at Dun & Bradstreet said: “Artificial Intelligence will continue to transform modern Credit Management: Can we handle it? Credit decisions have always been informed by data...Artificial intelligence (AI)...one of the driving disruptive forces...has taken on increased focus with the explosion of Big Data over the past few years. Machine learning holds the potential to make AI even more effective in the commercial credit industry and may be a catalyst for AI’s greater adoption. However, some very big questions arise regarding our ability to explain methods and to comply with regulations. As AI increases in complexity, we need to examine the pivotal role that data and the inferences drawn from it by our digital agents have in determining the success businesses will have and some pitfalls to watch out for as organizations adopt these new technologies.”

Now you can allow Big Data and AI to dictate your decisions without regard, and you can wait till your data is attacked to react, or you can be aware and proactive to be sure you are ahead of trending technology in the credit world.

For now, you can be assured that DAL Clients have in their arsenal, the DAL Client Service Center – one of the most advanced online-agency portals for instant access to view accounts placed for collection and create reports that export into Excel – data from our system to yours. At the end of the day, we all just want to be sure money given on credit is collected. So you can take all your programs and analytics, but be sure when you place an account with a third-party, to place it sooner than later. That statistic will never change – the sooner you place the account the greater the likelihood of collections.

For a complimentary copy of *The Likelihood of Collection at Different Time Intervals*, send us an email or contact your DAL Account Manager. They can assist you with all your credit & collection needs.

Thank you for reading and make it a great day!



DAL, Inc. | Since 1974 | Your Partner in Credit & Collections

800-355-9999 | dal@dalcollects.com | dalcollects.com



Have a delinquent account?

Continue the collection process by escalating it to DAL. Don't delay – Place your Claim today!

DAL, Inc. Services

Commercial Collections

DAL Client Service Center

Skip Trace Services

Outsourcing Services

Credit Executive Letter Writing

Worldwide Attorney Network

PayDAL - A Debtor Payment Portal

