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## DAL Credit & Collection COVID-19 Update

**Dear Friend of DAL,**

We all know that things are different now. But one thing is for sure, Credit & Collections will be at the forefront of getting back to business with your new normal. Past processes, credit applications, and scoring all need a review through this challenging time.

DAL is here to support and strategize with you through the economic slowdown. Now more than ever, do not ignore Red Flags as bankruptcies are expected to be on the rise due in part to the relaxed requirements in the CARES Act. Get back to basics. Check out the [\*\*DAL Snapshot – Red Flag Warnings\*\*](#) and [\*\*DAL Collection Tips\*\*](#).

The goal is, now more than ever, to obtain a quick turnaround to minimize write-offs. As Chris Kuehl, Managing Director, Armada Corporate Intelligence and NACM Economist, says,

*“The Credit Manager will have to decide what the likely fate of their customers might be. If they are doomed, the only course is to get as much of what is owed as possible. If they think the situation will improve soon, they will be inclined to wait it out and keep the relationship intact.”*

Consider placing those accounts sooner than later and giving your third-party agency *Pre-Authorized Settlement Parameters* to have a chance for a rapid resolution and turn-around for cash flow. For other ideas and considerations, check out the [\*\*DAL COVID-19 Credit Managers’ Forum\*\*](#).

For COVID-19 resources and the most current updates on court closures, state-by-state mandates, webinars, and more, visit the [\*\*DAL COVID-19 Credit & Collection Resource Center\*\*](#). Let’s help one another through this. If you have something of value to aid your fellow Credit & Financial Professionals, [\*\*please share\*\*](#) and we will add it to the list.

Lastly, as an extension of your credit department, DAL can adapt with you. For a complimentary account review of your changing landscape and current needs, please reach out to your DAL Account Manager:

**DAL, Inc. | DAL Customer Service**  
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Thank you for your continued trust and confidence in DAL.

From All of Us at DAL,  
Stay Safe. Stay Healthy. Stay Calm.

# Additional Resources

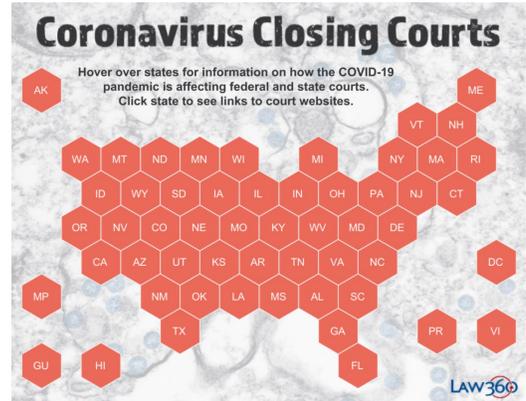


## COVID-19

### Credit Managers' Forum

While each company is unique, we want to share some of the common challenges across industries that other Credit Professionals are facing, such as what's happening in other credit departments, the legal community, and other ideas to assist with those challenges.

[Read more](#)



## State-by-State

### Court Closures and Restrictions

As courts across the country take measures to prevent the spread of the coronavirus, some are restricting access and altering their procedures. Here is a roundup of state-by-state and federal court changes from Law360 that is updated with new information as it becomes available.

[Read more](#)

### [DAL Credit & Collection COVID-19 Resource Center](#)

Visit the DAL Credit & Collection Resource Center for the most current updates on court closures, state-by-state mandates, webinars, whitepapers, government resources, analytics, and more to empower you and your department through this crisis.

Stayed informed and connected with DAL

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