

Seidberg Law Offices P.C.

Student Loan Collection Bulletin

Summer 2011

COLLECTION LAW FIRMS; AN OUTSOURCING RESOURCE NO SCHOOL SHOULD OVERLOOK!

Collection Law Firms provide at least two major services to private schools; help **prevent default** and help **collect defaulted loans**. Where government assisted/guaranteed loans make up a significant amount of the schools' tuition/income source, keeping the default rate within government guidelines is critical. Most private schools are implementing programs and procedures to address this reality. However, there remain significant amounts of default in both government guaranteed loans and in direct lending made by the schools themselves. Helping schools (and agencies) to reduce default and to recover money are major focuses of our industry, generally, and Collection Law Firms in particular!



There are two major resources that make the biggest difference in helping schools deal with these needs; **quality personnel working in a quality and knowledgeable environment; regular access to and employment of legal resources**. Collection Law Firms that know the student loan industry (**SEIDBERG LAW**) consistently bring these and other resources to the table:

- *Licensed/accessible attorneys that understand the law
- *Attorney supervised personnel that know student loans
- *Full complement of support personnel skilled in collections, electronic data management, accounting and other client services

Collection Law Firms integrate the best processes offered by agencies while offering the substantial resources of a Law Firm; an outsourcing resource no school should overlook.

SEIDBERG 'S LAW BACKGROUND IN STUDENT LOAN COLLECTIONS

OVER 37 YEARS OF PRACTICE (30 OF WHICH CONCENTRATED IN COLLECTION LAW) WITH SIGNIFICANT STUDENT LOAN EXPERIENCE



- * REPRESENTED AZ'S GUARANTEE AGENCY THROUGH THE 1980'S
- * REPRESENTED NEW JERSEY, NEW YORK AND OTHER STATE HIGHER EDUCATION AUTHORITIES
- * PHOENIX INSTITUTE OF TECHNOLOGY
- * CITGROUP STUDENT LOANS
- * PRE CHARGE OFF ASSISTANCE
- * REPRESENTED SCHOOLS IN BK ADVERSARY MATTERS RE DISCHARGE FOR HARDSHIP

STUDENT LOAN COLLECTION BULLETIN

IS PRODUCED BY SEIDBERG LAW OFFICES, P.C.

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PRIVATE SECTOR SERVES STUDENT BODIES NOT OTHERWISE SERVED !

The controversy rages on about whether private schools are only in business for the money or out to educate. Some rail about private school enrollments that significantly include traditional "minority" students and the "poor". Yet, the so called public educators don't seem to make any headway in reaching out to these populations who more than any, need the services being offered by the private schools!

SEIDBERG LAW AND ITS NATIONAL CONNECTIONS!

Most of Seidberg Law's clients are major national and regional financial institutions. Seidberg Law represents these clients as part of a coordinated network/association of Law Firms that work together to coordinate comprehensive collection assistance to these institutions.

When Seidberg Law develops a relationship which requires assistance outside of Arizona, it relies heavily on these national network relationships. Seidberg Law substantial experience working with legal collection networks and developed and administered a modest twelve state legal network. That network was developed for and turned over to a client after nearly three years of operation. In the student loan field, Seidberg Law has sought and been offered a new "network" relationship with a newly formed legal collection network made up of industry leaders formerly with other national organizations. This national organization is focused on three economic sectors, one of which is the student loan industry. As a consequence of Ken Seidberg's active, national engagement in the collection field over the past thirty years in many sectors including student loans, Seidberg Law today is postured to represent clients with state, regional and national coverage needs.



STAY IN TOUCH!! COMMUNICATION IS EVERYTHING!

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Check out more about SEIDBERG LAW OFFICES P. C.
[www. SeidbergLaw.com](http://www.SeidbergLaw.com)

Dates to Remember



August 8-9 EFC/NCHELP
Student Loan Finance & Legal
Meeting in New York City



November 17-18 EFC CEO
Meeting in Hammock Beach FL

March 8-9 2012 EFC Annual
Membership Meeting in
Chandler Arizona

