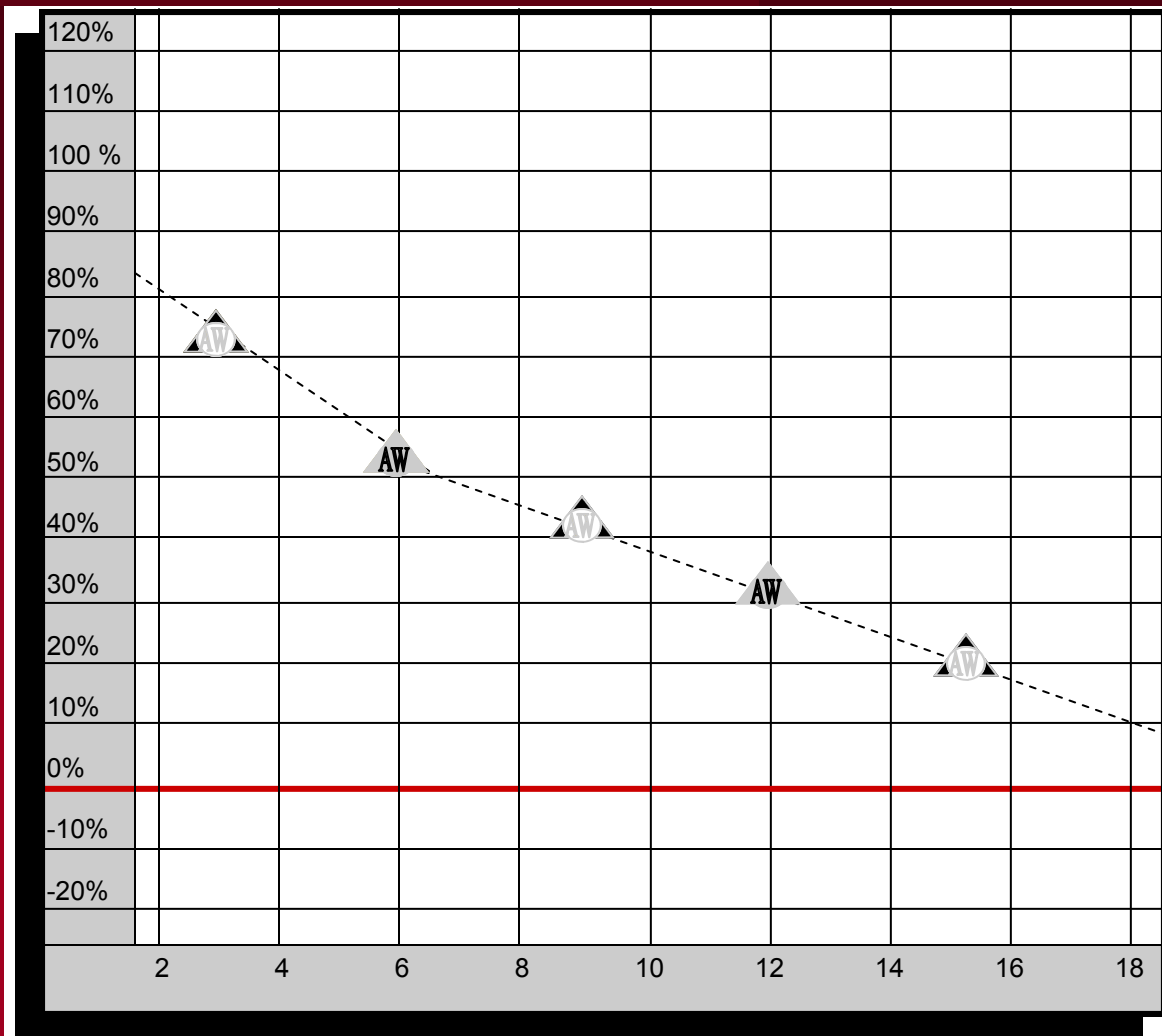


Improving Your DSO



The above graph illustrates the importance of taking early action on your commercial receivables. The projections are based on information obtained through the Commercial Collection Agency Association. According to the CCAA data, after three months the probability of collection on a commercial placement drops to 73.1%. After six months the probability drops to 50% and 29% at the one year mark. Consequently the earlier the placement, the greater the yield from and the greater the reduction of your Days Sales Outstanding.



= Actual Results



= Projected Results

