

**HOW ONE AGENCY USED
ARBEIT CLICK TO INCREASE
PRODUCTIVITY AND
REVENUE BY 141%**





WE DON'T NEED TO TELL YOU...

Every agency out there runs on different KPIs. Whether it's total dollars collected, accounts worked per day, or number of dials. Whatever the metrics are, every agency wants to know how they can accomplish more without increasing overhead.

Meanwhile, more and more software is being built to accommodate the \$11.5 billion debt collection industry. With one billion contacts and 30 million collections made annually, it makes sense to invest time and attention to this industry.

For agencies, however, it's not as simple as choosing the fastest or most cost effective software and running a dialer all day.

Strategy plays a huge role and can turn the right software into a significant profit increase. We're going to demonstrate this by showing numbers from Galbo Sims Holdings, LLC.

When the creators of Arbeit Dialer began to notice the importance of compliance in the debt collection industry, they came up with an idea - what if there was a software that provided the same productivity as a dialer, but allowed for compliance as well?

Arbeit Click allows agents to make 250 compliant calls per hour, per agent. It is the first product to remove the 3 second pause from the beginning of dials - an earmark of an ATDS and likely to land you a lawsuit.

BEFORE WE GO ANY
FURTHER...
**WHAT IS ARBETT
CLICK?**

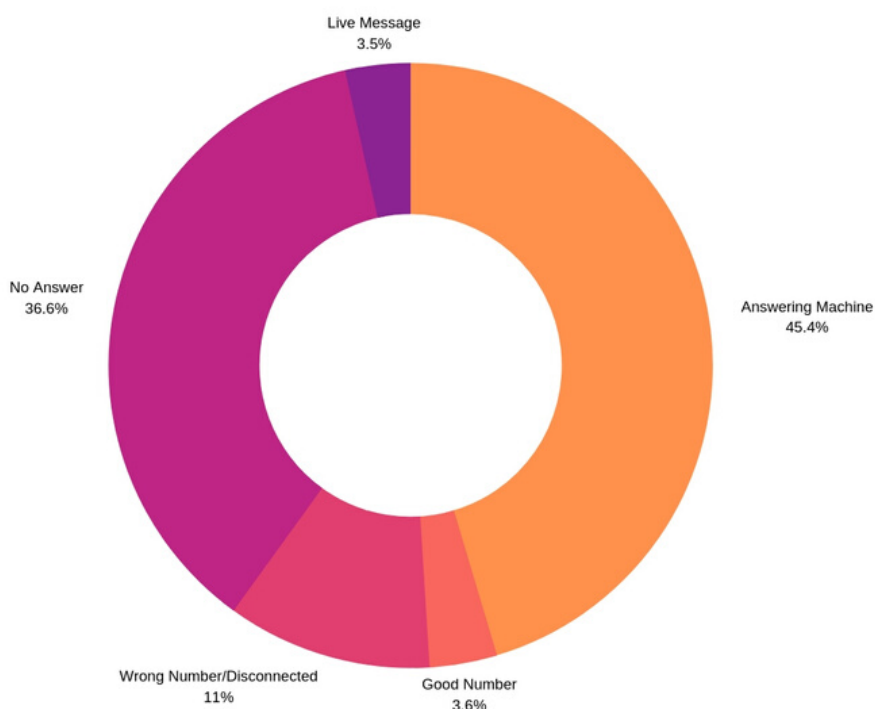


USING ARBEIT CLICK TO DECREASE OVERHEAD

One of the easiest ways for an agency to decrease overhead costs is to eliminate the need to hire more collectors.

When demand is high (and it usually is) this can only be done by using a software that allows you to maintain the same productivity levels as you would without hiring any more agents to fill your seats.

Fewer agents = less strain on resources.



"Since we started using Arbeit Click, we've had clients come to us and ask, how are you collecting this much money compliantly with the amount of people you have? They think that we have a 35-person floor. We have half that, and we're collecting the amount that a 35-person floor would."

HOW DOES IT WORK?

The data to the left represents how a batch of 13,000 numbers was dispositioned using Arbeit Click.

When a batch of numbers has been skiptraced, this agency runs that list through Arbeit Click.

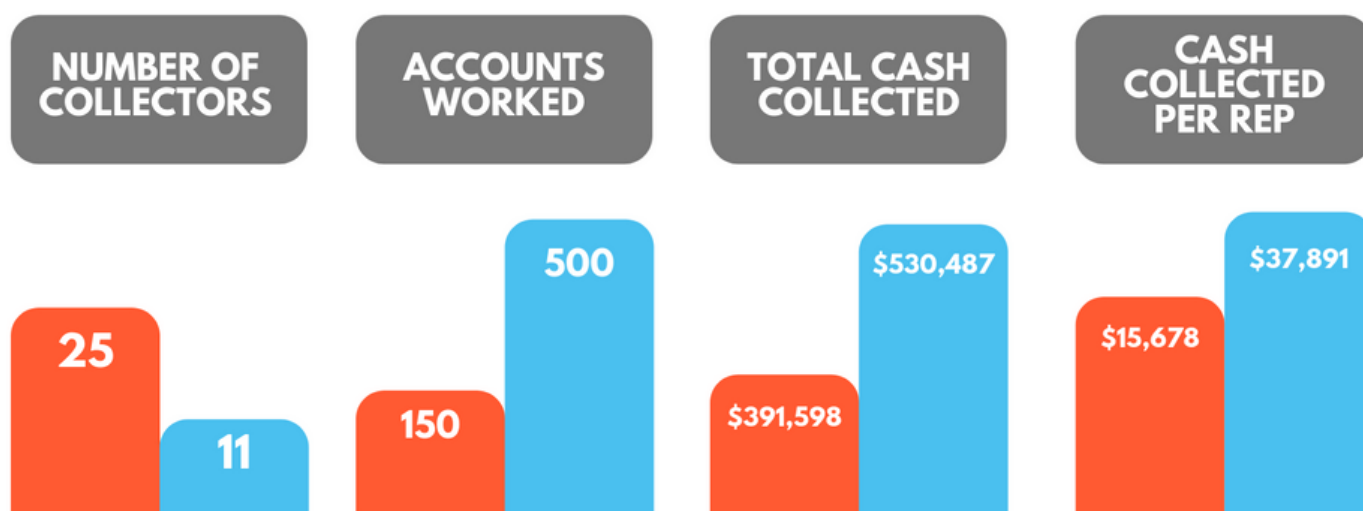
Because of Click's second layer of human intervention, the agents are the ones that act as voicemail detection – and they ARE smarter than the robots that normally do it. Therefore, the agents are able to label a number as a good number with 100 percent accuracy.

After this process is complete, in very little time, agents are left with a list of only good numbers.

THE RESULTS

Now let's turn to the data. Once the list was cleaned up and sent through Arbeit's powerful broadcast dialer, it's clear it's more than just a way to clean up accounts. The agency compared their KPIs after one year.

In orange is data from March 2018.
In blue, data from March 2019.



“When you hear a manager say, "Click is up," our collectors literally run to their desk as fast as they can cause they know that's where the money is going to come from that day. It's almost like being back in school when the teacher says "it's recess time." Click is fun, and it's productive and they know they're going to make money off of it, so they run to do it.”

CONCLUSION

This agency reduced their overhead by 44% and increased profit by 141%.

When we turn to the data, it speaks for itself.

For a 7-day trial of Arbeit Click with no strings attached, call 844-444-4401. What do you have to lose?

