



*It's not the debt that will close your doors;  
It's doing **nothing** about it.*



Name:  
**Building Contractor Co.**

State:  
Alaska

Start/End Date:  
3/1/2011 - Present

Industry:  
Commercial Construction

Total "Problem"  
Liabilities:  
\$279,305

Monthly Budget:  
\$6,000

Number of  
Creditors:  
16

## Reason for Becoming a Client

- ▶ Decline in new construction, increased competition.
- ▶ Six figure bad debt losses due to customers filing BKR.

## Obstacles Encountered

- ▶ Two lawsuits with surety bond attachments pending; filed prior to our involvement.
- ▶ Facing foreclosure by primary lender.
- ▶ Inconsistent funding.

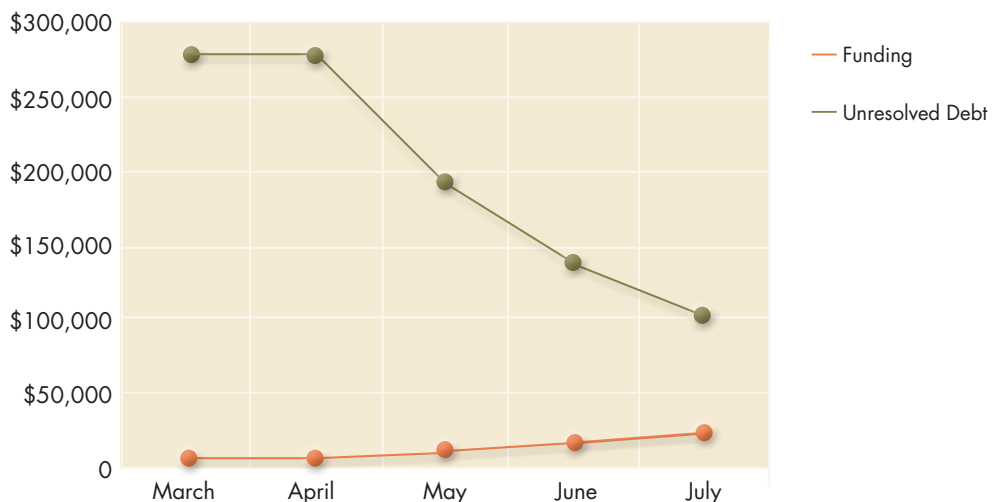
## Results

- ▶ 44% of claims settled inside of the first 5 months. Liabilities currently reduced by \$35,536.
- ▶ \$138,539 of past due debt converted to 108,606 of long term liabilities.
- ▶ Surety bond successfully protected from all creditors claims.

## Details

- ▶ Client successfully negotiated a new agreement with their primary lender (Key Bank).

## Client Progress





Name:  
**Specialty Millwork Shop\***

State:  
Florida

Start/End Date:  
10/1/2010 - Present

Industry:  
Specialty Wood Mill

Total "Problem"  
Liabilities:  
\$98,359

Monthly Budget:  
\$1,832

Number of  
Creditors:  
10

\* available as a reference

*It's not the debt that will close your doors;  
It's doing **nothing** about it.*

## Reason for Becoming a Client

- ▶ Dramatic decline in new home construction. Purchases from builders were cut by a reported 60%.
- ▶ Has already funded the company with over \$40,000 of personal assets.

## Obstacles Encountered

- ▶ Client funding is below required minimum of 2%.
- ▶ Limited accessibility to the client.
- ▶ 2 lawsuits filed prior to our involvement.
- ▶ Trade lines were cut off by all creditors.
- ▶ High level of collection activity.

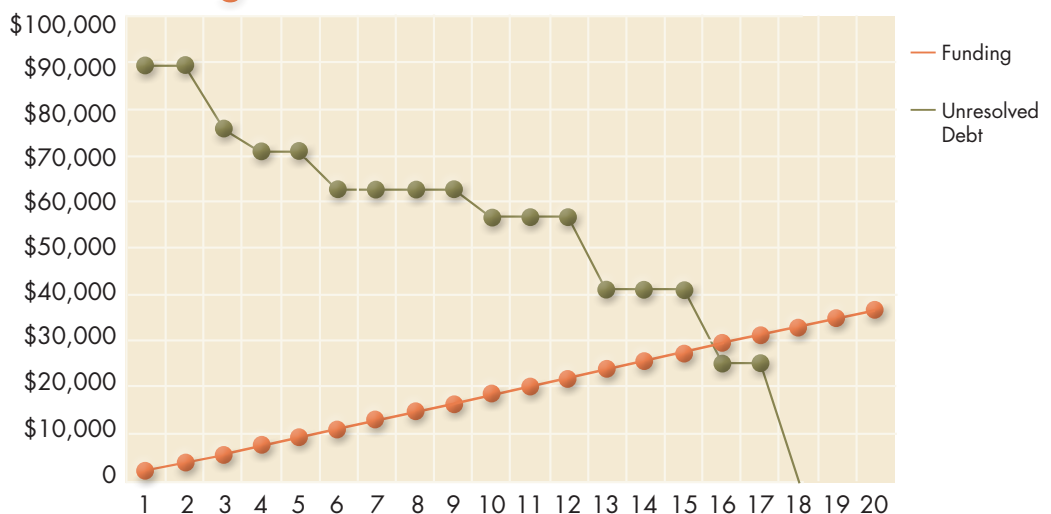
## Results

- ▶ 100% of all claims settled inside of budgetary parameters by month 18.
- ▶ Liabilities currently reduced by 63.2% (\$62,242) including 3 lawsuits.
- ▶ \$98,359 of past due debt converted to \$20,250 of long term liabilities by March 2012.

## Details

- ▶ Client remains current with her SBA loan of over \$120,000 (Marine Bank & Trust).

## Client Progress





Name:  
**Medical Supply Wholesaler\***

State:  
Washington

Start/End Date:  
2/1/2006 - 3/1/2009

Industry:  
Medical Supplies

Total "Problem"  
Liabilities:  
\$811,000

Monthly Budget:  
\$20,000

Number of  
Creditors:  
9

*\* Relationship successfully concluded;  
no longer available as a reference*

*It's not the debt that will close your doors;  
It's doing **nothing** about it.*

## Reason for Becoming a Client

- ▶ Fundamental business errors (steep learning curve, startup company, undercapitalized at inception).
- ▶ Unaffordable operating expenses.

## Obstacles Encountered

- ▶ Escalated collection activity.
- ▶ One claim comprised 43% of total debt.
- ▶ Trade lines were cut off.

## Results

- ▶ All claims settled within budget.
- ▶ Operational obstacles were overcome; business reached profitability before completion of restructuring.
- ▶ Total debt reduction exceeded \$250,000.

## Details

- ▶ Primary lender remained unaffected by cash flow problems.

## Client Progress

