

What's the Best Strategy for Handling Non-Performing Accounts? NEFA Funding Symposium Will Explore the Options

DEERFIELD, IL, Sept. 26, 2018 – Strategies for increasing return on non-performing accounts will be explored in an educational session of the [National Equipment Finance Association \(NEFA\) Funding Symposium](#) in Charlotte, NC, 1:45 p.m. Thursday, Oct. 4, led by Brett Boehm, CEO of TBF Financial.

The session will cover the pros and cons of using debt sales, third-party collections agencies and/or hiring outside legal counsel to handle accounts that have gone into default and have become charged-off. It will point out the different requirements for consumer and commercial collections. The session will also delve into delinquency and default trends since 2005 and forecasts for 2018 and 2019 in the U.S. by industry sector.

“Though the session is titled *The Third Option: Debt Sales*, we really take a close look at all three options, including the benefits and any risks involved with each. We will also discuss the importance of making sure outside companies you use for handling non-performing accounts are reputable, regardless of the strategy or combination of strategies you choose,” Boehm says.

More than 300 leasing industry leaders are registered for the conference, which will be held Oct. 3-5 at the Charlotte Marriott City Center. The NEFA Funding Symposium will feature educational sessions, networking opportunities, exhibits, and an address on *The 2019 Economy: Terrific, Turbulent or Tepid?* by Elliot Eisenberg, Ph.D., an economist known for his witty and insightful observations. For more information, visit <https://www.nefassociation.org/>.

About TBF Financial

TBF Financial pioneered commercial debt buying in the equipment leasing industry in 1998. Today, we buy portfolios of small-ticket equipment leases, small to mid-sized commercial bank notes and lines of credit, and loans from online commercial lenders that are uncollected and charged/written-off. For our sources, this is an easy way to improve their bottom line, increase recoveries and quickly liquidate their distressed accounts. For more information, visit tbfgroup.com, connect with us on Twitter [@TBFfinancial](#) or [LinkedIn](#) or call 847-267-0660.