

New Website Explains Simple Process For Selling Commercial Debt

Pandemic and Industry Trends Fuel Interest

DEERFIELD, IL, JAN. 12, 2021 - Commercial debt selling activity by banks, equipment finance companies, fintech lenders and merchant cash advance businesses is expected to grow this year as non-performing loans and leases mount from the continuing impacts of the Covid-19 pandemic, said Brett Boehm, CEO of TBF Financial, a leader and innovator in commercial debt buying.

First time sellers and those who haven't sold recently typically have lots of questions about the process and potential benefits. That is where TBF Financial's new website – tbfgroup.com – becomes valuable.

The company decided to update its website in a way that not only highlights its business, but also provides clear, concise answers to the many questions potential sellers ask, Boehm added. The website explains:

- What categories of non-performing loans, leases and other accounts can be sold?
- When is the optimal timing for a sale?
- How is pricing determined?
- Why is it important that the buyer specializes in commercial debt – not consumer – in the seller's industry?
- How are accounts handled post-sale to preserve customer relationships?
- What are the benefits of commercial debt selling?
- When will my company receive payment?

"The key reason finance companies are drawn to commercial debt selling is the payoff of immediate cash at closing. After the first transaction with TBF Financial, for example, regular transactions after that are typically handled online and completed within hours," Boehm said.

"There are other benefits, as well. Selling non-performing accounts that have reached the charge-off stage allows the finance business to focus collections

efforts on earlier past-dues that are more likely to be recovered. It's also a strategy for managing rising defaults and predicting cash recoveries," he added.

TBF Financial's website has a section explaining how to get started, and a news section with related blog posts and articles.

There is also a live chat feature for connecting directly with a TBF executive, though phone and email contacts are welcome, too, Boehm noted.

TBF Financial is the leading purchaser of non-performing equipment leases, commercial bank loans, online small business loans and merchant cash advances in the U.S. Founded in 1998, the company buys commercial accounts up to four years old from the date of last payment. For more information, visit tbfgroup.com.

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