
RECOVERY SPECIALIST INSURANCE GROUP

IG., Inc./RSIG News

"Remove the liability Before Removing the Vehicle"

March 2004

IG., Inc./RSIG is a not for profit corporation established in 1988 to strengthen, educate, enhance and support professionals in the repossession industry. IG., Inc./RSIG was created by individuals who understand the industry's needs because they are in the industry themselves.

IG., Inc./RSIG provides professionals in the repossession industry via Empire Fire & Marine Insurance Company, a nationally recognized and respected insurance company, a direct primary insurance policy approved by virtually every lender across the United States.

**State Specific
Repossession
Certification is
coming to a
city near you!**

*Contact our office for
details 800-997-7224*

Keep your eye on the prize... Come one, come all to Recovery Specialist Insurance Group's 2004 Annual Safety Seminar and Business Meeting and **first ever Precision Driving Challenge** this June in San Diego, California. This year's seminar is being hosted at the Hilton San Diego Resort on East Mission Bay June 23 - 26th. The hotel has given us a fantastic rate of \$129 per night, but you've got to make your reservations early! Call 619-276-4010 and use the group code "RSI" to ensure you're getting this low, low rate. United Airlines and American Airlines are the RSIG airlines of choice and are offering 10% discounts for reservations made more than 30 days in advance and 5% discounts on reservation made less than 30 days in advance. To take advantage of the United discount call 800-521-4041 and use the Group ID 524AD; or to use American Airlines, call 800-433-1793 and use Star File Number: 6564AZ.

To qualify for the precision driving challenge you must submit your clean driver's record to the office of Midstate Sharpton Insurance by April 20th. 40 competitors will compete in a Precision Driving Challenge to win 1st, 2nd and 3rd place cash prizes totalling \$10,000. So put yourself and/or your drivers to the test...just how good are they really? Call 800-851-9157 for addition competition qualification questions!

And how about the kids? They will compete in PowerWheels and Golf Cart driving competitions. All youth competitors will receive a prize and the grand prize in each of the 4 age groups will be \$300 cash or \$500 savings bond (prize depends on age group). The Precision Driving Challenge will be a carnival style event with activities for everyone, with a moon bounce, face painting etc. Immediately following the competition, RSIG and the Hilton San Diego Resort will host a Hawaiian Luau on the beach.

RSIG says goodbye and best wishes to a director & welcomes someone new to the Board

Recovery Specialist Insurance Group was saddened by the resignation of director Chris Miller effective January 1, 2004. On February 11, 2004, due to personal reasons, Chris tendered his resignation of his position on the board and from RSIG's membership as he was no longer going to be focusing on the repossession business. While we will all miss Chris and think back fondly in remembrance of better times, we understand and respect his decision to move away from the repossession field and devote his full time and attention to his new endeavor. We wish him well and extend our heartfelt gratitude for the 14+ years of service he provided to RSIG without ever asking for anything in return.

(Cont. pg. 2)

(Cont. pg. from pg. 1) [RSIG Ssys Goodbye & Best Wishes...](#)

In February 2004, the Board of Directors met to confirm Leon Scroggins of Leon's Quality Adjusters in Fresno, California as the person to fill the remaining term of Chris Miller's Board position. Leon's appointment to the Board is on the agenda to be ratified at the Annual Business Meeting to be held June 26th in San Diego, California. Leon brings to the Board his 15 years experience as a repossession agency owner and 7 years experience being on the board of the California Association of Licensed Repossessors. We look forward to working with him as a member of the IG Board of Directors.

[Recovery Agents Memorial Fund...It's time for Repossessors to take care of their own!](#)

The article that follows is from a post made on [Repoman.com](#) on January 30, 2004, regarding the Recovery Agents Memorial Fund established by Recovery Specialist Insurance Group in 2003. The memorial fund sent a check to Judy Martin, Wade Hollingsworth's mother in the amount of \$2803.00 thanks to your donations. Since this posting, Ed Marcum has been asked to make presentations to lenders and at the Allied Finance Adjusters Conference meeting held earlier this month, and is receiving information about a potential challenge to other industry groups and associations to build this fund so the industry can give back to those left behind.

Mr. Wade Hollingsworth an employee of AllStar Recovery in Mississippi was struck and killed by a passing vehicle Wednesday night while unhooking the transmission linkage of a repossessed vehicle. Reportedly his helper unsuccessfully tried to waive the approaching car away from Wade to no avail. Wade was 29 years old at the time of his death and had worked in the repossession field for a number of years.

The Recovery Agent's Memorial Fund has established a memorial fund for Mr Hollinsworth. Those wishing to make a donation please fax or mail your checks to the address or fax number listed below. Checks should be written to "Recovery Agent Memorial Fund". A list recognizing contributors will be posted here on [Repoman.com](#) and also sent along with the collected funds on behalf of the contributors to the family. All contributors will receive a copy of the letter and check sent on their behalf.

Note:

The last time we posted for contributions due to a death, the funeral home was demanding a mere \$1411.00 as minimum burial expense which the family with 2 children did not have and with no way of raising. Sadly the response to our request for contributions received funds from only three entities (Lone Star Recovery of Rio Grande Valley and Florida Association of Recovery Agents and RSIG) to whom we and the family say, "THANK YOU". Those contributions made it possible for the Recovery Agent's Memorial Fund to over-night a \$1411.00 check directly to the funeral home so they would perform the services without delay.

Many times contributions are not made to the Recovery Agent's Memorial Fund due to what may be perceived by some as "political" or other asinine reasons which amazes me. Personally I can not think of a reason not to send a contribution but if you are concerned or holding back due because of RSIG's participation I will explain it. (Cont. pg. 4)

What does your insurance provider do for you?

RSIG's mission is to benefit the repossession industry. RSIG has always prided itself on being created by repossessioners and for repossessioners. In its infancy, RSIG's sole purpose was to find insurance for an industry that was misunderstood and difficult to insure. But as with all things, times change, needs change and we all must change.

Recovery Specialist Insurance Group has matured into the industry's leading provider of education, risk management and oh yeah...insurance for the repossession industry. With over 15 years of experience and 15 years of seeing would be competitors come and go, we still find ourselves in the unique position to evaluate the needs of industry, meet those needs, and offer exceptional product and service.

Now there are other insurance providers. Agents and agencies, organizations and "groups" who see the repossession industry as a profit making venture for themselves, not the industry, but themselves. Why else do these other providers target high volume repossession companies and neglect the smaller repossession agency? Why else do these other providers sell the need for insurance that will ultimately make legitimate repossession companies over-insured while at the same time eventually uninsurable?

Current lender demands for excess coverage and higher limits serve to protect the deeper pockets of the lender while increasing the repossession company's liability. Some lender contracts demand that repossession agencies agree to pay a vehicle's payoff in lieu of actual cash value, in order for them – the lender - to avoid having to pursue a debtor for deficiency balances, resulting in their profiting from a bad loan. As repossession agency owners, your services are severely undervalued and under appreciated; yet lenders and other insurance providers continue to find ways to drain you; wanting you to work harder for less – draining you physically, emotionally, not to mention financially.

Being a leader in the industry, RSIG works with lenders, members, companies that aspire to be members, etc. on a daily basis. We hear how as repossessioners you're tired of the backstabbing and undercutting of prices, how you're tired of staying up nights trying to meet lender demands on shoe string budgets and how you're looking for some sort of light at the end of the tunnel.

And we want you to know that Recovery Specialist Insurance Group shares that burden with you. Profit made by RSIG doesn't go to its Board of Directors, doesn't go to an outside management company and doesn't end up in the pockets of investors. RSIG listens to the demands of the industry and tries to educate decision makers. We review contracts and give repossession agency owners valuable information for them to make an informed decision. We know that you make difficult decisions every day, and we hope that in some small way our support of the industry and our members makes those decisions a little easier to make.

So when you're at your desk late at night or early in the morning before the hectic day begins, think back to your last experience with your insurance provider...did you receive the service you wanted? Could your insurance provider review a lenders contract and tell you how it will affect you? Does your insurance provider look out for your best interests or do they just try to sell you higher limits or something else just to make a profit?

2004 Certification Course Dates and Locations: March 19th-20th, Dallas, TX // April 23rd-24th, Kansas City, KS // May 14th-15th, Tulsa, OK // July 23rd-24th, St. Paul, MN // August 20th-21st, Green Bay, WI // September 17th-18th, Denver, CO // October 22nd-23rd, Columbia, MD // November 19th-20th, Little Rock, AR ... Call 800-997-7227 for details.

(Continued from pg. 2) [Recovery Agents Memorial Fund...Taking Care of Our Own.](#)

RSIG established this memorial fund for anyone working in the repossession industry because quite simply no other group saw fit to do so, not even for their own members and it was needed. Outside of the Florida Association of Recovery Agents no other industry group or association has ever made a donation to the fund, again not even for their own members. With the Recovery Agent's Memorial Fund it does not matter to which group you belong or even if you belong to a group, it does not matter where you have your insurance or even if you have insurance, it only matters if you are working in the recovery industry. As a matter of fact, the mentioned incident above involved the death of a Mr. Jessie Wells of Deland, Florida who was an unknown to RSIG and as far as we know did not belong to any specific organization. We only knew he was a recovery agent and his family needed the support of the industry.

Because of the low rates being paid by the lenders for repossession services many have elected not to carry or have dropped life insurance as a way to cut costs, therefore there is a need for your donations and a need for someone to administer the collection and distribution of those donations, this is where RSIG comes in, by donating the time and effort to administer the fund. The letter and check sent to the family does not reference RSIG in any way other than RSIG being listed in an alphabetical list with the other contributors. Every dollar received is sent to the family, there are no administrative fees. RSIG normally charges a check by fax fee but waives these for the Memorial Fund. RSIG maintains a separate checking account for the fund and donates the support and maintenance including accounting services. Ed Marcum Recovery Specialist Insurance Group (RSIG) 800-997-7224

Growing by Leaps and Bounds! RSIG would like to welcome all of its' new members since the last printing of its "Little Black Book" membership listing. While many try, few succeed. We're pleased to have added all of the new members listed below since the printing of the January - April 2004 edition of the directory. We look forward to seeing you all at this year's Annual Seminar in San Diego, CA this June!

Badgerland Auto Recovery	Greendale, WI	3/15/04
Extreme Auto Recovery	Sacramento, CA	3/4/04
Premier Adjustment Services Inc.	Grandville, MI	3/3/04
A-1 Recovery of Fresno, Lancaster Santa Clara & Bakersfield	CA	3/1/04
All American Recovery	Sellersburg, IN	2/23/04
Carolina Complete Recovery	Charlotte, NC	2/18/04
Professional Credit Inter-Prise Inc.	Albuquerque, NM	2/9/04
Premier Finance Adjusters LLC	Venice, FL	2/6/04
TR Recovery Inc.	Tallmadge, OH	2/6/04
The Recovery Team Inc.	Phoenix, AZ	2/4/04
Tri State Recovery	Grove, OK	2/2/04
Fast Action Recovery	Martinsburg, WV	2/1/04
Goelden Financial Services	Shreveport, LA	2/1/04
DMAR LLC	Brandywine, MD	1/30/04
Gotcha Recovery Service	Springdale, AR	1/23/04
A-Expert Inc. of Ft. Myers	Ft. Myers, FL	1/21/04
Corporate Recovery & Inv.	Springfield, MO	1/16/04
Collections of Credit	Cape Girardeau, MO	1/6/04
Southern AZ Repossession Ser. Inc.	Tucson, AZ	1/6/04
Recovery Zone Inc.	Springfield, MA	1/6/04

The next printing
of the directory will
be in April, to cover
May - Aug. 2004!

Check your listing
for accuracy,
changes must be
submitted to our
administrative
no later than
April 9th, 2004!