

Business Credit News

CREDIT REPORTS 210-225-7106
COLLECTION 210-225-7106
FAX SERVICES 210-225-1777
WEB SITE: www.bcmstx.com
E-MAIL: bcms@bcmstx.com

Business Credit and Management
Services Co of Texas
4407 Walzem Rd #205
San Antonio, TX 78218

FEBRUARY 2021

“CHANGE CAN SOMETIMES BE CONSTANT”

By: David Balovich

Over the years there has been many changes made within our profession; the way we gather and process information; the terms we offer; the methods we utilize to communicate; and the methods used to collect from our customer. Changes within our credit association have changed as well.

The NACM, National Association of Credit Management, today has a quarter of the affiliates it had five years ago and much fewer member companies. We can obtain DnB and other credit reports from a variety of vendor besides the companies that produce them along with many other products and services which used to be proprietary.

One thing that has not changed and continues to be an important resource for the informed credit professional is membership and participation in its' industry credit group. The exchange of information always has and will continue to be a work in progress in business and a vital part of keeping up-to-date with the current activities of our customers and potential customers.

What used to be addressed only during face-to-face meetings away from the office has advanced to teleconferencing, Zoom and Microsoft meetings, and other many other forms of communicating through social media while still maintaining the confidentiality provided by the group monitor. Although it's advanced through progress and change, the original concept has remained constant. A group of creditors in similar industries sharing historical information about their mutual customers for the benefit of all, including the customer and/or applicant. These meetings allow the participants to separate the facts from the fiction often found today on the Internet or through other sources that permit us to make sound credit decisions while also adhering to strict federal antitrust restrictions that prohibit any discussion of terms, pricing, or any future actions to be undertaken.

Meeting with our peers on a regular basis, however, goes beyond the sharing of just payment information. It also provides us the opportunity to share information concerning policies, procedures, improved techniques for increasing productivity, and minimizing risk. It's an opportunity to develop relationships within our industry and confirm the challenges we experience on a daily basis are not proprietary, that we all share the same obstacles, frustrations, anxieties, and successes.

If you are not a member of an industry credit group, may it be suggested that you make inquiry in to becoming a member. It's a great opportunity and a 2021 resolution you will not regret.

I wish you well!

***** FEBRUARY 2021 *****

Day	Date	Group	Location	Time
Thurs	11	SW Food Credit Group	Phone Conference Call Meeting	11:00
Thurs	18	HVAC Credit Group	Phone Conference Meeting	11:00
Fri	19	SW Electrical Group	Zoom Meeting	1:30
Tues	23	Corpus/Victoria/La/RI	Phone Conference Meeting	11:00
Wed	24	SA & AC Construction	Phone Conference Meeting	11:00
Thurs	25	AG Chemical Group	Phone Conference Meeting	10:00
Thurs	25	Fuel & Lube/Heavy Eq.	Phone Conference Meeting	2:00

“THE ONE STOP-SHOP”

INDUSTRY CREDIT GROUPS

CREDIT INFORMATION SERVICES

BCMS Business Reports
 Experian Business Profile Reports
 Experian Business Summary
 Experian Commercial Intelliscore
 Experian Industry Trade Profile
 Beacon Consumer Reports (Scoring Report)
 Consumer Reports (No Scoring Report)
 D&B Business Information Reports
 D&B Business Industry Premier
 Canadian Business Reports

LEGAL SEARCH

Business Legal Listing
 On-Line Legal Search

EXPERT WITNESS

BUSINESS CONSULTING

COLLECTION SERVICES

Worldwide Collection
 Pre Collection

RECEIVABLE MANAGEMENT

CREDIT EDUCATION

Courses
 Seminars
 Workshops
 Conferences
 Certification Programs

EMPLOYMENT SERVICES

Employment Resume Referral

ADJUSTMENT BUREAU

Out of Court Debtor Rehabilitation
 Ext. of Time & Composition Settlement
 Assignment for Benefit of Creditors
 Plan Administrator
 Disbursing Agent

EASY ACCESS TO LEGAL INFORMATION

Did you know you could go on-line to get the legal list bulletin? You can download legal information (mechanic liens, state, and federal liens, suits, bankruptcies, abstract of judgments, etc) on any of the following counties: Travis, Williamson, Hays, Harris, Dallas, Denton, Collin, Tarrant, and Bexar. To access go to our web site at www.bcmstx.com . All you have to do is go to BCMS Online, enter your membership information and make selection under Legal Bulletin. It will bring you to the legal information you need. Select the county, type of legal information and the time period requested. Type in the word **all** at the search information box. Also, you can type in the business name to receive all legal information on that specific company. For help on how to use the legal bulletin on-line give us a call at (210)225-7106.