



Educational Offerings

Lessons Learned About Responsible Purchasing and Re-Selling from the Secondary Market

Tuesday, September 17, 2019 – 9:00am PT/12:00pm ET
One (1) Credit toward Certification/Recertification

Sponsored By:



This webinar is geared towards the small and medium debt buyers in the receivables market industry. The presenters will discuss, in part, the process of transacting, including the vetting process, the fundamentals and what to be aware of during a purchase and sale, challenges and misconceptions, and what the future looks like.

Yes, you can still re-sell...responsibly of course.

Pricing:

Member: *Free

(*One free webinar per company per month, all other registration will be billed at the member rate of \$64)

Non – Member: \$94

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Course Presenters:



Kaye Dreifuerst is an industry veteran with more than 20 years' experience in the collection and debt purchasing industry. Kaye began her debt purchasing/selling career on the issuer side. She was responsible for asset sales for Household International's private-label division for many years. She also served as Vice President of Recovery with US Bank in Denver, where she was responsible for selling in excess of \$5 billion charge-off receivables.

Kaye moved to the debt purchasing side in 2002. She is currently President and Partner at Security Credit Services based in Atlanta, Georgia. Kaye oversees acquisitions and the collection operation for Security Credit. Kaye also played a key role in establishing alternative capital sources for the company which has significantly improved the profitability of the company. Kaye is also a past president of Receivables Management Association International.



Rance Willey is the CEO and CRCP for Troy Capital since 2012. He also currently serves as Chairman of the Certification Council and Chairman of the Legislative Committee for Nevada. He is a 42-year industry veteran, having held VP/Director level positions at Sherman Financial (Credit One Bank), Cavalry Portfolio Services, GE, Citibank, and Ford Credit. Rance has testified before the CFPB as part of the SBREFA process relating to the bureau's rule making proposals and participates in industry conferences as a panelist. He holds a master's degree in Statistics and is a certified Six Sigma Black Belt. He has proven expertise in the areas of debt sales and purchasing, leadership, strategic planning, analytics, financials, operations, training, compliance, technology applications/automation design, and all aspects of collections, fraud and risk management.