

## SPRING TIME .....It's Time to Clean House, so send in your placements as soon as possible!



### Daffodils Days

For the past two years, the employees of C.Tech Collections raised funds for The American Cancer Society's Daffodil Days. By ordering daffodils and/or bears and a bunch, you can give the gift of hope to cancer patients, as well as hospitalized children. This year, we raised \$445 for this important charity. If you are interested in participating, please contact Anne Thorsen, American Cancer Society Daffodil Days at 1-800-227-2345 or via email [anne.thorsen@cancer.org](mailto:anne.thorsen@cancer.org). You can also order the flowers and bears online at [www.cancer.org](http://www.cancer.org)

### Cash Management Basics

Cash is your practice's or business's lifeblood. Managed well, your practice or company remains healthy and strong. Managed poorly, your practice or company goes into cardiac arrest.

If you haven't considered cash management an important issue, then you're probably undermining your practice's or business's short-term stability and its long-term survival. But how can you manage your cash better?

Start with understanding how good cash-management practices can influence growth and survival by reading "The Art of Cash Management," *Inc* Finance Editor Jill Andresky Fraser's classic article on the topic. After reading this article, then dive into forecasting your business-cash flow needs and learning how to handle a cash crisis.

### Grilled Salmon Sandwich Recipe

2 pounds fresh salmon fillets, olive oil, Kosher salt, freshly ground pepper

#### For the sauce:

1 cup mayonnaise  
1/4 cup sour cream, 3/4 teaspoon white wine vinegar  
12 fresh basil leaves, 3/4 cup chopped fresh dill  
1 1/2 tablespoon chopped scallions, (white & green parts)  
1/4 teaspoon Kosher salt, 1/4 teaspoon freshly ground black pepper, 3 teaspoons capers drained

#### To assemble:

6 fresh white or brioche rolls (4-inch round)  
1/4 pound mesclun mix or fresh basil leaves

*We received this wonderful letter regarding our collection counselor ... Kim C*

*Dear Mrs. Simpson:*

*My name is Susan and I worked with Kim C with regard to a medical account involving my daughter Lois.*

*I want to bring to your attention the outstanding service this employee has rendered. Kim exemplifies the characteristics as to what a truly successful collection agent should possess. She was firm, professional, tactful and an understanding Human Being. We, as people, tend to dislike collection agencies for what they represent, and the agents normally bear the brunt of it all... but it was quite a pleasure dealing with Kim. She understood the situation, applied patience, was understanding and in the end was totally successful.*

*I thought it was absolutely necessary to convey this appreciation to her supervisor.*

*Thank you for your time.*

*Susan*

### Meet Some of Our New Clients ...

- All Island Gastroenterology & Liver Assoc.
- Armando Battista, DDS
- CDC Radiology
- Digestive & Liver Center of Florida
- Stephen T. Greenberg, MD
- George Manolarakis, DDS
- NYU Department of Otolaryngology
- Charles Rothberg, MD
- Frank J. Schwab, MD (HSS)
- Scope (Educational Services)
- Patricia Sukmonowski, DDS
- Thomas P. Sterry, MD PC
- Zellen & Pyrros, MD

### Salmon continued.....

For the salmon, heat coals in an outdoor grill and brush the top of the grill with oil. Rub the outside of the salmon with olive oil, salt, and pepper, to taste. Grill for 5 minutes on each side, or until the salmon is almost cooked through. Remove to a plate and allow it to rest for 15 minutes. For the sauce, place the mayonnaise, sour cream, vinegar, basil, dill, scallions, salt, and pepper in the bowl of a food processor fitted with a steel blade. Process until combined. Add the capers and pulse 2 or 3 times. To assemble the sandwiches, slice the rolls in 1/2 crosswise. Spread a tablespoon of sauce on each cut side. On the bottom half, place some mesclun salad and then a piece of salmon. Place the top of the roll on the salmon and serve immediately.