

Let C.Tech collect your outstanding debt and watch your A/R grow!



## Author unknown

...A person who does not know where his last dollar is coming from usually does not know where his last dollar went...

### Tricks of the trade...

#### Five tips on collecting outstanding debt

**Be prepared:** Review the debtor's history before you make the call. Doing this will enable you to be more prepared when speaking with them.

**Be in control:** Remember that you are leading the conversation. Remain focused and avoid becoming "friendly" with the debtor.

**Be one step ahead:** Do not accept excuses for non payment. Have several options available that will be suitable for the debtor's financial situation.

**Be professional:** Never threaten or use inappropriate language when collecting outstanding debt.

**Be specific:** Make sure to have either a payment or a payment plan in place before the conversation ends. Remember that the longer a debt remains outstanding, the more difficult it is to collect.

### Meet some of our new clients

- **Anesthesia Group of Albany**
- **Aristocrat Plastic Surgery**
- **Chiba Publications Inc.**
- **Comprehensive Pain Management**
- **Dolliver Land Surveying, PC**
- **East Coast Fertility, PC**
- **Gideon Schneck, MD**
- **General Anesthesia Services, LLP**
- **Long Island Pulmonary & Sleep Medicine**
- **Long Island Spine Specialists**
- **Maxwell Medical Imaging**
- **NYU Medical at Trinity Center (Downtown)**
- **Terrace Dental Associates, PLLC**

## Did you know?

That most American families spend an average of 13% of their annual income on food. That includes both groceries and dining out. Here is some money-saving advice:

Make a grocery list and stick to it. Resist putting impulse items into your cart. A great way to tell if you really **need** something vs. **want** something that is not on your list, is to checkout. You would be surprised at how many impulse items are not worth a trip back through the store once you have already paid.

### Sicilian Fusilli

- 4 cups uncooked tricolor Fusilli pasta (about 12 Oz)
- 1 tablespoon olive, canola or soybean oil
- 1 tablespoon chopped fresh basil
- 1 teaspoon pepper
- 2 cups julienne carrots ( 4 medium)
- 1 medium yellow bell pepper cut into 2" strips
- 1 can (15oz) Cannelli (white kidney) beans drained
- 1 can (15oz) tomato sauce (any flavor)
- 1 can (14oz) artichoke hearts drained, cut into fourths
- Grated Parmesan cheese, if desired



1. Cook and drain pasta as directed on package
2. In a 10-inch skillet, heat oil over medium-high heat. Add basil, pepper, carrots and bell pepper; cook about 3 minutes, stirring occasionally, until carrots are crisp and tender
3. Stir in pasta, beans, tomato sauce and artichokes hearts Cook about 5 minutes, stirring occasionally until hot. Sprinkle with cheese

1 Serving- 1 ½ cups -Calories 400, Fat 4g, Carbohydrates 73g, Sodium 760mg, Protein 17g