



SHORTFALL DEBT RECOVERY

Mitigating financial loss from
foreclosure shortfalls

A foreclosure process and repossession can often mean the end of a servicing life cycle for most mortgage loans.

Yet successful recovery of any shortfall debt is dramatically increased if there is immediate dialogue with the debtor. Shortfall recovery rates can fall by a third for debt aged over 15 months old.

Having an ongoing shortfall programme ensures a business can start an immediate dialogue with the debtor, or begin a recovery plan for legacy shortfall debts, which may require different services such as face to face counselling or use of tracing agents.

An ongoing shortfall programme also means there is no delay in tackling sudden changes in

volumes of shortfall debt, perhaps driven by a rising interest rate environment or other cyclical market changes.

The increasing focus from the Financial Conduct Authority on servicing activity (in-house and external) and the quality of borrower interaction means our experienced advisors and collectors can ensure you meet all the regulators requirements adding peace of mind. Also ensuring a fair and co-operative environment for debtors, whatever their circumstance.

TARGET VALUE ADDED SERVICES

HOW WE CAN SUPPORT YOU

- 01_** Unsecured shortfall loans available for borrowers.
- 02_** Debtor specific repayment plans.
- 03_** Tracing agents and debt counsellors.
- 04_** Cash recovery analysis and reporting.
- 05_** Matrix of services and prices to suit the client's debt portfolio.
- 06_** Flexible resource and cost, allowing clients the ability to increase or decrease activity as required.
- 07_** Regulatory compliant oversight function.
- 08_** Analysis, pricing and recovery forecasting of new or legacy shortfall portfolio data.
- 09_** Litigation services and legal advisory team.

BENEFITS TO YOUR BUSINESS



ENHANCED REVENUE STREAM

Discounted or ignored cash flow from debt recovery can mitigate lost revenue, or offset against other liabilities such as unpaid ground rent.



PEACE OF MIND

Ongoing relationship ensures flexible resource in the event of negative market changes.



EXPERTISE

Our process is managed by experts with significant experience in defining and delivering integrated shortfall programmes.

WHY TARGET GROUP

We are a specialist provider of shortfall debt recovery enabling our clients to put workable strategies in place to deal with future market challenges. Target Group operates internationally, building upon **over 36 years' specialist expertise** to a blue-chip client base.



Visit targetgroup.com to find out how we can support you and mitigate your risk, and other reasons why Target Group is the right partner for you. T: 0845 650 6200 www.targetgroup.com