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WELCOME



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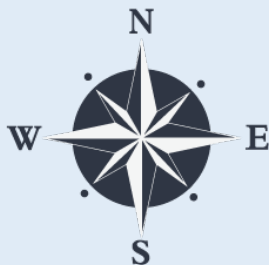
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THE LANDSCAPE OF RISK MANAGEMENT IN THE SUBPRIME LENDING INDUSTRY



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Christopher Foufas
Founder
RSC



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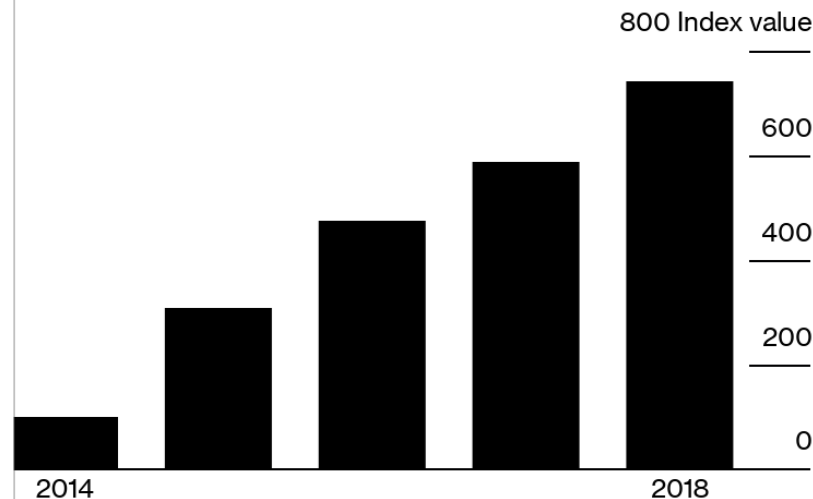
What's Changed?



Installment **Loans** **Driving** Borrowers

Borrowing Binge

Online installment loan volume continues to surge



Source: Clarity Services Inc.

Note: 2014 funded loan volume indexed at 100.

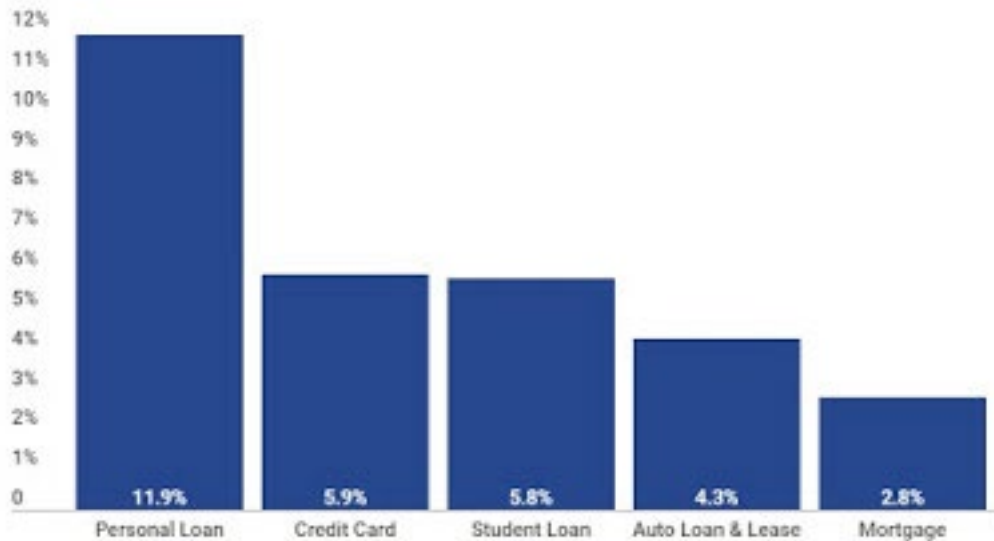
Based on study sample of more than 25 million
loans and 350 million consumer loan applications

Bloomberg



Q4 2018: Largest Gains in Personal Loans

Consumer Debt Growth - Q4 2018 vs. Q4 2017



Source: Experian

● Year-over-Year Change (%)



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Our Industry, Different Lenses

The Borrower
The Regulator
The Lender
The Collector



The Borrower



Scatterbrain



Lost Job



Thief





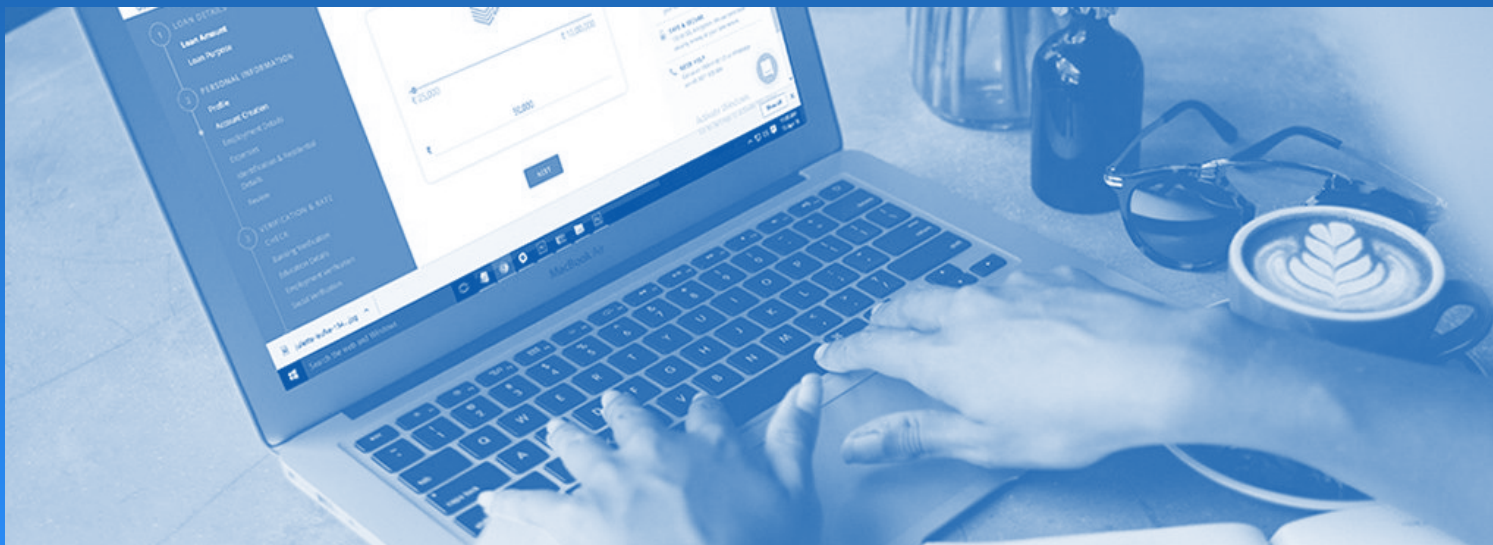
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CFPB's Online Consumer **Complaint** Database

Showing 1,455,769 total complaints





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The Lender



Our Risky Business

- Provide access to **cash in times of need.**
- Terms **protect** against risk.
- Terms **fully disclosed.**





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Don't Put Your Brand in 3rd Party Hands

- No control over how they **interact with consumer.**



The Regulator



Fear Motivates Us...

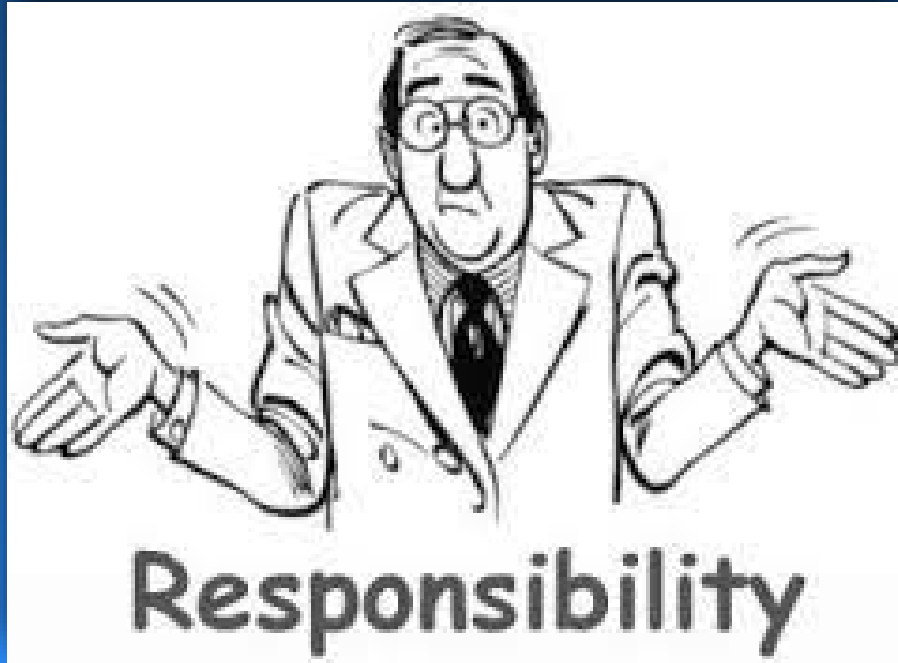
- So what happens when fear is **removed**?



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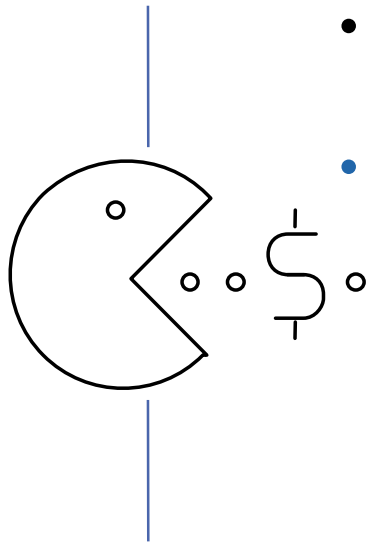
The Collector





First Party

- Efforts come from **lending institution**.
- Debtor **speaks** to creditor **directly**.
- **Not** regulated by **FDCPA**

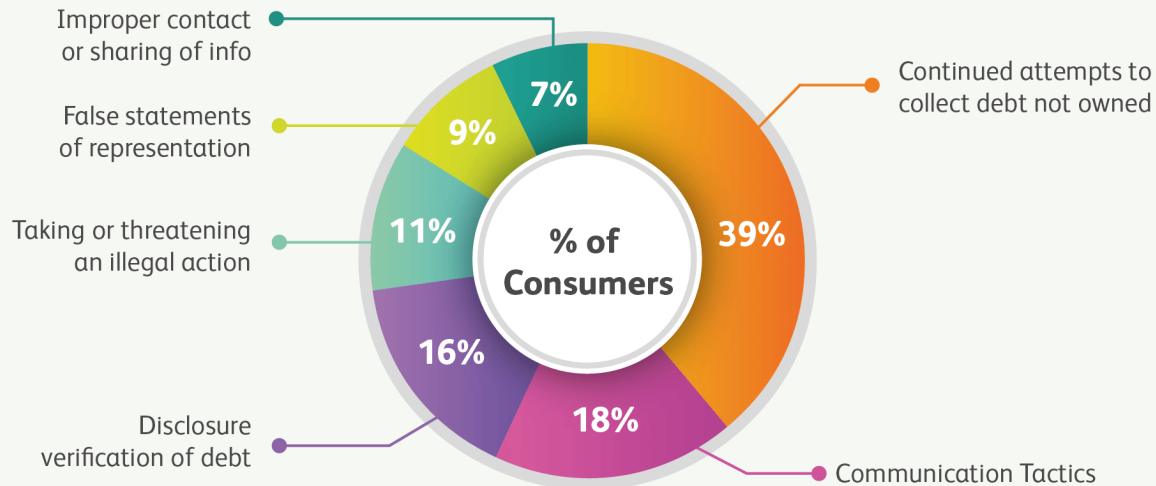


Third Party

- Collect on a **lender's behalf**.
- **Heavily regulated** by FDCPA



TYPES OF DEBT COLLECTION COMPLAINTS REPORTED BY CONSUMERS



Third-Party Collectors have Earned a **Bad Rep**





Bully Tactics of Third-Party Collectors



Requesting to
join your **social
media networks**



Speaking with you
without disclosing
who they are



Communicating
with **third parties**
about **your debt**



Communicating
with third parties to
obtain information
on you



Publishing a list
of debtors who
allegedly fail to
pay debts



Using deception or
misleading debtors
or **third parties**



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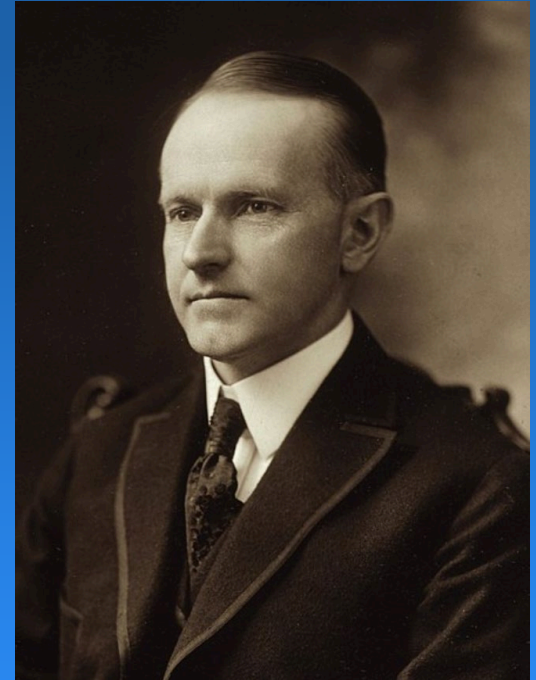
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Eliminate Risk

“Nothing in the world can take place of **Persistence**. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb.

Persistence and determination alone are omnipotent.”

— Calvin Coolidge





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THANK YOU