



Name of Seller

### SELLER SURVEY

- What types of accounts are being offered?  Non-Performing  Performing  Secured  
 Pre-Charge Off  Post Charge-Off  Warehoused
- |   |   |  |  |
|---|---|--|--|
| <input type="checkbox"/> American Express | <input type="checkbox"/> Commercial       | <input type="checkbox"/> Equity LOC          | <input type="checkbox"/> Real Estate   |
| <input type="checkbox"/> Discover         | <input type="checkbox"/> Commercial LOC   | <input type="checkbox"/> Government          | <input type="checkbox"/> Retail        |
| <input type="checkbox"/> MasterCard       | <input type="checkbox"/> Consumer         | <input type="checkbox"/> Judgment            | <input type="checkbox"/> Student Loans |
| <input type="checkbox"/> Visa             | <input type="checkbox"/> Consumer Loans   | <input type="checkbox"/> Mortgages           | <input type="checkbox"/> Subrogation   |
| <input type="checkbox"/> Auto             | <input type="checkbox"/> Credit Card      | <input type="checkbox"/> Out of Statute      | <input type="checkbox"/> Telecom       |
| <input type="checkbox"/> Bad Checks       | <input type="checkbox"/> Credit Union     | <input type="checkbox"/> Payday Loans        | <input type="checkbox"/> Utility       |
| <input type="checkbox"/> Bankruptcy 13    | <input type="checkbox"/> DDA Overdraft    | <input type="checkbox"/> Personal Guarantees |  |
| <input type="checkbox"/> Cease and Desist | <input type="checkbox"/> Equipment Leases | <input type="checkbox"/> Private Label       |  |

Detailed Description of Product Being Sold:

1. What is the chain of title? Current Owner:

Originator:	<input type="text"/>	Date Sold:	<input type="text"/>
1st Buyer	<input type="text"/>	Date Sold:	<input type="text"/>
2nd Buyer	<input type="text"/>	Date Sold:	<input type="text"/>
3rd Buyer	<input type="text"/>	Date Sold:	<input type="text"/>
4th Buyer	<input type="text"/>	Date Sold:	<input type="text"/>

1a. Does seller warrant availability of complete chain of title?  Yes  No

2. Does this file contain multiple purchases?  Yes  No

If yes, have the purchases been treated differently?  Yes  No

Seller's Initials



\_\_\_\_\_  
Name of Seller

**Chain of Title**

Current Owner  
& 4th Buyer

3. Please briefly describe your collection strategy:

4. How many agency levels, in total, have the accounts been placed with under current ownership?

- 0   
 1   
 2   
 3   
 4   
 5   
 Varies

Agency Level	Days Placed with Agency	
1		<input type="checkbox"/> Unknown
2		<input type="checkbox"/> Unknown
3		<input type="checkbox"/> Unknown
4		<input type="checkbox"/> Unknown
5		<input type="checkbox"/> Unknown

How many agency levels, in total, have the accounts been placed with under all ownership?

- 0   
 1   
 2   
 3   
 4   
 5   
 Varies

4a. What work efforts occurred on the accounts while under the current owner's ownership? (Check all that apply)

Internal Collections      If yes, for how many days?

Outsourced Collections      If yes, for how many days?

If collections were outsourced, how many agency levels were the accounts placed with?

Have you or any of your agencies ever put these accounts through a debt conversion, balance transfer or credit card conversion program?  Yes  No  Portion of Accounts    %

Did your collection agencies have blanket settlement authority?

Yes   
  No   
 If yes, what % of balance    
 Discount %

Were mass settlements offered?

Yes   
  No   
 If yes, what % of balance    
 Discount %

\_\_\_\_\_  
Seller's Initials



\_\_\_\_\_  
Name of Seller

**Chain of Title**

**Current Owner  
& 4<sup>th</sup> Buyer**

- 4b. Will Seller or Agency(s) provide collection notes?  Yes  No
- Will Seller or Agency(s) provide payment histories?  Yes  No
- Have accounts been recalled from collection prior to this sale?  Yes  No
- Will accounts be recalled from collection at time of closing?  Yes  No
- Post Sale, will seller provide confirmation that all accounts are not subject to active collection?  Yes  No
- Will seller reconcile balances post sale if required?  Yes  No

5. How were the accounts underwritten?  Prime  Near-Prime  Sub-Prime  Mixed  Unknown

6. Are post charge-off interest rates available?  Yes  No
- If yes, for what percentage of the accounts are post charge-off interest rates available?
- 0-25%  26-50%  51-75%  76-99%  100%

7. Does the balance of the accounts being sold include post charge-off:
- None, Selling Principal Balance Only  Interest  Fees  Costs  Other

8. What was the originators charge-off policy for the accounts?
- 90 Days  120 Days  180 Days  270 Days  Unknown  Other

9. Were the accounts worked internally, by the originator, post charge-off?  Yes  No  Unknown
- If yes, for how long?

10. Were the accounts placed with an agency by the originator, post charge-off?  Yes  No
- If yes, how many agencies?  One  Two  Three  Four

\_\_\_\_\_  
**Seller's Initials**



\_\_\_\_\_  
Name of Seller

**Chain of Title**

Current Owner  
& 4th Buyer

11. What credit bureaus do you report to? Experian TransUnion Equifax None Other

12. Is the resale of the accounts allowed? Yes Yes, with restrictions No

If with restrictions, please explain:

Are there any requirements to be qualified to purchase this portfolio? Yes No

If yes, what are the requirements?

13. Do any of the Cardholder Agreements require arbitration? Yes No Unknown

Can you provide Sample Card Holder Agreements? Yes No Unknown

What percentage of accounts were removed from the portfolio you purchased as a result of scoring? \_\_\_\_\_%

What percentage of the accounts were removed for suit?

0%  <1%  1-5%  5-10%  10-20%  20-30%  30-40%  >40%

If the above question is greater than 1%, what were the criteria used to remove the accounts?

Income  Mortgage Indebtedness  Real Property Owner  
 Credit Score  Payment Plans  Other:  
 Employment  Post dated Checks

What was the title holder's recall strategy for accounts being sold? (If applicable)

# - Number of days placed with agency: \_\_\_\_\_

# - Number of days since last payment: \_\_\_\_\_

Did the title holder scrub the accounts?  Yes  No

If yes, for what:  Bankruptcy  Deceased  Date of Most Recent Scrub:

\_\_\_\_\_  
**Seller's Initials**



\_\_\_\_\_  
Name of Seller

**Chain of Title**

Originator:

[Empty box for Originator name]

What agency level did Creditor sell their paper?

Please briefly describe the collection strategy of the Originator:

What post charge-off work effort occurred on the accounts while under the originator's ownership?  
(Check all that apply)

Internal Collections      If yes, for how many days? [ ]       Unknown

Outsourced Collections      If yes, for how many days? [ ]       Unknown

If collections were outsourced, how many agency levels were the accounts placed with? [ ]

Did the Originator or any of its agencies ever put these accounts through a debt conversion, balance transfer or credit card conversion program?  Yes  No  Unknown  Portion of Accounts % [ ]

Did collection agencies have blanket settlement authority?  
 Yes  No  Unknown      If yes, what % of balance? [ ]      Discount % [ ]

Were mass settlements offered?  
 Yes  No  Unknown      If yes, what % of balance? [ ]      Discount % [ ]

What percentage of accounts were removed from the portfolio you purchased as a result of scoring? \_\_\_\_%

What percentage of the accounts were removed for potential litigation?  
 0%     <1%     1-5%     5-10%     10-20%     20-30%     30-40%     >40%

If the above question is greater than 1%, what were the criteria used to remove the accounts?

- Mortgage Indebtedness     Credit Score     Income
- Employment     Payment Plans     Other: If other, please explain:
- Real Property Owner     Post dated Checks

What was the originator's recall strategy for accounts being sold? (If applicable)

# - Number of days placed with agency: \_\_\_\_\_

# - Number of days since last payment: \_\_\_\_\_

\_\_\_\_\_  
Seller's Initials



\_\_\_\_\_  
Name of Seller

**Chain of Title**

1st Buyer

[Empty box for 1st Buyer name]

What agency level did 1<sup>st</sup> Buyer sell their paper?

Please briefly describe the collection strategy of the 1<sup>st</sup> Buyer:

What work effort occurred on the accounts while under this buyer's ownership?  
(Check all that apply)

Internal Collections      If yes, for how many days? [ ]       Unknown

Outsourced Collections      If yes, for how many days? [ ]       Unknown

If collections outsourced, how many agency levels were the accounts placed with? [ ]

Did the 1<sup>st</sup> Buyer ever put these accounts through a debt conversion, balance transfer or credit card conversion program?  Yes    No    Unknown    Portion of Accounts   % [ ]

Did collection agencies have blanket settlement authority?  
 Yes    No    Unknown   If yes, what % of balance? [ ]   Discount % [ ]

Were mass settlements offered?  
 Yes    No    Unknown   If yes, what % of balance? [ ]   Discount % [ ]

What percentage of accounts were removed from the portfolio you purchased as a result of scoring? \_\_\_\_%

What percentage of the accounts were removed for suit?  
 0%    <1%    1-5%    5-10%    10-20%    20-30%    30-40%    >40%

If the above question is greater than 1%, what were the criteria used to remove the accounts?  
 Income                                       Mortgage Indebtedness                       Real Property Owner  
 Credit Score                                       Payment Plans                                       Other:  
 Employment                                       Post dated Checks

What was the title holder's recall strategy for accounts being sold? (If applicable)

# - Number of days placed with agency: \_\_\_\_\_

# - Number of days since last payment: \_\_\_\_\_

\_\_\_\_\_  
Seller's Initials



\_\_\_\_\_  
Name of Seller

**Chain of Title**

2nd Buyer

\_\_\_\_\_

What agency level did 2<sup>nd</sup> Buyer sell their paper?

Please briefly describe the collection strategy of the 2<sup>nd</sup> Buyer:

What work effort occurred on the accounts while under this buyer's ownership?  
(Check all that apply)

Internal Collections                      If yes, for how many days? \_\_\_\_\_  Unknown

Outsourced Collections                      If yes, for how many days? \_\_\_\_\_  Unknown

If collections outsourced, how many agency levels were the accounts placed with? \_\_\_\_\_

Did the 2nd Buyer ever put these accounts through a debt conversion, balance transfer or credit card conversion program?  Yes  No  Unknown  Portion of Accounts % \_\_\_\_\_

Did collection agencies have blanket settlement authority?  
 Yes  No  Unknown    If yes, what % of balance? \_\_\_\_\_ Discount % \_\_\_\_\_

Were mass settlements offered?  
 Yes  No  Unknown    If yes, what % of balance? \_\_\_\_\_ Discount % \_\_\_\_\_

What percentage of accounts were removed from the portfolio you purchased as a result of scoring? \_\_\_\_%

What percentage of the accounts were removed for suit?  
 0%     <1%     1-5%     5-10%     10-20%     20-30%     30-40%     >40%

If the above question is greater than 1%, what were the criteria used to remove the accounts?  
 Income                                       Mortgage Indebtedness                       Real Property Owner  
 Credit Score                                       Payment Plans                                       Other:  
 Employment                                       Post dated Checks

What was the title holder's recall strategy for accounts being sold? (If applicable)

# - Number of days placed with agency: \_\_\_\_\_

# - Number of days since last payment: \_\_\_\_\_

\_\_\_\_\_  
Seller's Initials



\_\_\_\_\_  
Name of Seller

**Chain of Title**

3rd Buyer

\_\_\_\_\_

What agency level did 3<sup>rd</sup> Buyer sell their paper?

Please briefly describe the collection strategy of the 3rd Buyer:

What work effort occurred on the accounts while under this buyer's ownership? (Check all that apply)

Internal Collections      If yes, for how many days? \_\_\_\_\_  Unknown

Outsourced Collections      If yes, for how many days? \_\_\_\_\_  Unknown

If collections outsourced, how many agency levels were the accounts placed with? \_\_\_\_\_

Did the 3rd Buyer ever put these accounts through a debt conversion, balance transfer or credit card conversion program?  Yes  No  Unknown  Portion of Accounts % \_\_\_\_\_

Did collection agencies have blanket settlement authority?  
 Yes  No  Unknown      If yes, what % of balance? \_\_\_\_\_ Discount % \_\_\_\_\_

Were mass settlements offered?  
 Yes  No  Unknown      If yes, what % of balance? \_\_\_\_\_ Discount % \_\_\_\_\_

What percentage of accounts were removed from the portfolio you purchased as a result of scoring? \_\_\_\_%

What percentage of the accounts were removed for suit?  
 0%     <1%     1-5%     5-10%     10-20%     20-30%     30-40%     >40%

If the above question is greater than 1%, what were the criteria used to remove the accounts?  
 Income                                       Mortgage Indebtedness                       Real Property Owner  
 Credit Score                                       Payment Plans                                       Other:  
 Employment                                       Post dated Checks

What was the title holder's recall strategy for accounts being sold? (If applicable)

# - Number of days placed with agency: \_\_\_\_\_

# - Number of days since last payment: \_\_\_\_\_

\_\_\_\_\_  
Seller's Initials



\_\_\_\_\_  
Name of Seller

**MEDIA AVAILABILITY**

15. Who is the point of contact for media? Media Request Form Attached?  Yes  No

Name  Phone Number   
 Address  Email   
 City  Fax Number   
 State  Zip Code  Country

\* Please note, buyers are required to prepay to above point of contact for media (unless media is included).  
 \*\* Within what time frame may media be ordered for new purchaser?

Media Description:	Percentage Available	Price Per Item*	Estimated Time for Retrieval (Days)**
Applications			
Seller Affidavits			
Check Copies			
Charge Slips			
Loan Agreements			
Payment Histories			
Sample Agreements			
Statements			

16. Who is the point of contact for ineligible accounts and other customer service related items?

Name  Phone Number   
 Address  Email   
 City  Fax Number   
 State  Zip Code  Country

\_\_\_\_\_  
Seller's Initials



\_\_\_\_\_  
Name of Seller

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## SELLER SURVEY SIGNATURE PAGE

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17. The undersigned, authorized seller of accounts (“Seller”) confirms to the best of his/her knowledge and belief that the foregoing information is a true and complete representation of the accounts listed for sale.

SELLER

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Authorized Person for Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Date