

Average New Collections Account Size

Benchmarks, Definition & Measurement Details

**SAMPLE
CONTENT & DATA**



Average New Collections Account Size

Definition & Measurement Details



What is Average New Collections Account Size?

The total dollar value (i.e., sum of account balances of new accounts in Collections) of new accounts in Collections (new business) divided by the total number of new accounts in Collections over the same period of time.

Why should this KPI be measured?

Average New Collections Account Size measures the dollar value (i.e., sum of account balances of new accounts in Collections) of new accounts in Collections (new business) in relation to the total number of

How is this KPI calculated?

Two variables are used to calculate this KPI: (1) the dollar value (i.e., sum of account balances of new accounts in Collections) of new accounts in Collections (new business) and (2) the number of new accounts in

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