Profit per Account in Collections

Benchmarks, Definition & Measurement Details





Profit per Account in Collections

Definition & Measurement Details



What is Profit per Account in Collections?

Gross profit (total revenue minus total operating expenses) earned by the Collections function, or agency, divided by the number of delinquent accounts managed over the same period of time.



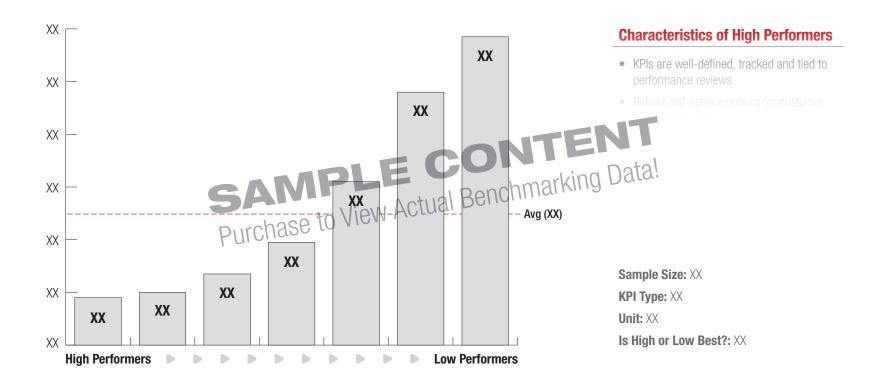
Profit per Account in Collections

Benchmarks & Characteristics of High Performers



Profit per Account in Collections

Profit Earned / Number of Accounts in Collections



How to read this chart: This chart summarizes the performance gaps between high (Top 5%), mid (Median) and low (Bottom 5%) performers for this Key Performance Indicator (KPI). For example, the column labeled "Top 5%" represents a company that outperformed 95% of the peer group observed for this metric.

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