

## **Brett Boehm of TBF Financial to Speak at LEND360 As Online Lender, MCA Interest Grows in Debt Selling**

**DEERFIELD, IL, Sept. 18, 2019** - Brett Boehm, CEO of TBF Financial, will discuss ways lenders are selling their commercial debt to maximize return on non-performing accounts, as part of a panel session 9:30 a.m. Friday, Sept. 27 at LEND360 in Dallas.

“Banks and equipment lessors have been selling commercial debt strategically since the late 1990s and online lenders have, too, in recent years. But there is increased interest now from online lenders and merchant cash advance companies as many fintechs prepare for their first real economic slowdown,” Boehm says.

“Fintechs are realizing that debt selling can provide cash at closing, reduce long-term collections costs and improve their ability to handle volume fluctuations. It also helps protect sellers from unknown collection exposure, either unknown return or potential liability based on collection practices,” he adds.

Boehm’s LEND360 presentation will cover factors to consider when determining whether to sell and what to sell. He will describe how the debt selling process works, pricing is determined, and buyers should be vetted.

Other panelists for the session titled, “Protecting Your Bottom Line: Optimizing Your Debt Purchasing, Selling and Collections Strategies,” will include: Rich Alterman of GDS Link; Bob Deter of Crown Asset Management; Dave Ludwig of National Loan Exchange; and moderator Howard Barnard of InvestiNet.

At LEND360, more than 850 online lending professionals from across the globe will connect for three days to share insights, solve industry challenges and create business solutions. This year’s event will take place September 25-27 at the Fairmont Dallas.

TBF Financial purchases non-performing equipment leases, commercial bank loans, online small business loans and merchant cash advance in the U.S. The company buys commercial accounts up to four years old from the date of last payment. For more information, visit [tbfgroup.com](http://tbfgroup.com) or contact Boehm at [bboehm@tbfgroup.com](mailto:bboehm@tbfgroup.com), 847-267-0660 or via [LinkedIn](#).

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