



# Member benefit news

## Tracesmart Corporate – Data Cleansing Services

This month, we are pleased to announce a new ICM member benefit from Tracesmart Corporate. Following June's 'Trace' benefit offer, which offered a free trial of Tracesmart's web based tracing tool and a 15% discount on first purchase, the company is now offering Members the opportunity to trial its data cleansing services.

### Cleanse

Quality of data is a key concern in credit and collections, which is understandable, as the greater the accuracy of your data, the better the understanding you will have of your clients.

Tracesmart Corporate provides a variety of companies in the credit industry with one of the most advanced data

cleansing services in the UK. It not only ensures that data is accurate and up-to-date but it also appends, segments and optimises it to give a clearer view of each customer.



### The ICM Member Benefit

Under the agreed arrangements, ICM Members can benefit from the following:

- A free database audit and summary report
- 15% discount on the first purchase

*If you would like to take advantage of this offer please email [info@tracesmartcorporate.co.uk](mailto:info@tracesmartcorporate.co.uk) or phone 02920 474 150, quoting your full name and ICM membership number.*

## Newsnet document distribution

Newsnet has a great way to help credit professionals reduce costs, delivery times and debtor days – not to mention time spent printing and stuffing envelopes.

The company's document distribution service, Netsend, has been specifically designed to deliver statements and chase letters by fax, email and post. Newsnet takes care of every aspect of the delivery so you don't have to.

Each document is stored on a secure website that can be accessed by your staff and customers '24/7'. This service can help reduce incoming phone requests for copy documents by allowing your customers direct access to them. You and your colleagues also have the means to

send copies instantly from their desktop.

Netsend saves you time and your company money and it is also better for the environment - a consideration of growing importance to companies and their customers.

Newsnet says that the Netsend service can easily be implemented in just two weeks; there is no hardware or software to install and your IT department does not usually need to get involved.



### The ICM Member benefit

As an ICM member you can enjoy a 90-day 'try before you buy test drive', reduced set-up costs and a discounted delivery rate.

*For full details visit [www.netsend4ICM.com](http://www.netsend4ICM.com). If you would like to arrange a demonstration call Lee Allen on 020 7564 2600.*



## Institute of Leadership & Management (ILM) - membership discounts for ICM Members

### Institute of Leadership & Management

Following negotiations with the Institute of Leadership & Management (ILM), Members of the ICM can now enjoy a 15% discount on ILM Membership rates. Not only that, the ILM will waive their membership registration fee, which currently stands at £20.

Further details of the offer are available by emailing

[membership@i-l-m.com](mailto:membership@i-l-m.com). Please quote your ICM Membership number when enquiring.

*For further information on the ILM and the services it offers, please visit [www.i-l-m.co.uk](http://www.i-l-m.co.uk)*

*Note: The offer applies to those Members who are not already members of the Institute of Leadership & Management.*