Company Overview

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1. **What does the company do?**
   Financial Recovery Strategies (FRS) helps our clients recover money in two ways: filing claims on their behalf in class action settlements, and filing claims on their behalf to recover unclaimed property through our subsidiary FRSUP.

2. **Which industries do you serve?**
   We serve all industries.

3. **Who are your typical clients?**
   Our typical clients are businesses with a US or Canadian presence that are over $50M in annual revenue. We do not serve individuals.

4. **What problem do you solve for those clients?**
   We solve two problems: A. We notify them of the settlement and/or unclaimed property; and B. We assist them in filing the paperwork and supporting data to effectuate the claim.

5. **How do you make money?**
   We make money by contingency. We get a percentage of the amount recovered. Supporting documentation is essential for filing claims that are successfully approved and paid.

6. **Where is the business located and operating?**
   We are headquartered in Englewood Cliffs, NJ. We have an office in Elmsford, NY and half of our team work remotely.

7. **What's the scale of the business?**
   The business has approximately 75 employees and 25K clients.

> **What are the top 2-3 business priorities for the next 12 months?**
> Our top business priorities are:
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> Reduce administrative workload for Relationship Managers (RM);
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> Improve sales process through knowledge and automation;
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> Figure out best way to collect data from our clients;
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> Increase Class Action clients by double; and
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> Increase sales in Unclaimed Property;