



Acumen Insurance Services Expands Executive Advisory Board Through Addition of 2 Leading ARM Industry Executives

Hauppauge, NY (December 8, 2011) -- Acumen Insurance Services, a leading full service independent insurance agency catering to the Accounts Receivable Management (ARM) Industry, is pleased and proud to announce that it has added Harry Strausser III and David Paris to its ARM Executive Advisory Board. Harry Strausser III is the President of Remit Corporation and a well respected and proven performer in the Collection Industry. David Paris is CEO of Zenith Acquisition Corp., a nationally recognized debt purchaser and national agency servicer.

"Acumen's addition of Harry and David, two of the collection industry's most knowledgeable and forward thinking executives, should show the entire industry that our firm continues to expand and strengthen our collection industry program by proactively building strong relationships that will add value to the solutions we provide for our current and prospective clients," said Tony D'Elia, president of Acumen Insurance Services. "As we have said previously, the advice and solutions that Acumen offers our clients is guided by the robust ARM industry knowledge that our overall team possesses, which we feel gives us a competitive advantage over other, more traditional insurance companies," added D'Elia.

Acumen's announcement today of the expansion of its Executive Advisory Board, comes on the heels of their recent announcement that they had added Thomas Milana, Jr. to the advisory board. Milana, Co-Founder of TRAK America, one of the largest portfolio scoring and legal network management services companies in the country, joined Acumen's board in October.

"I am thrilled to be a part of such an enthusiastic and professional team that Acumen has put together within our industry," stated Harry Strausser III. "Having spent my entire career within the collection industry, helping firms ensure that their business processes are providing them the best possible chance for long term success, I have never seen something quite as unique as what Acumen is doing for the ARM industry," continued Strausser III.

"In my time as both an agency and as a top debt purchaser I have never been approached with such a proactive program to support the collection industry as Tony and the team at Acumen have put together. It has been a breath of fresh air speaking with well rounded professionals who understand that our industry is in need of a company to deal with the intricacies of being properly insured while watching our bottom line," stated Dave Paris.

Acumen plans on remaining focused on providing all collection industry firms with an innovative approach to insurance, an independent platform that does not complicate the process of doing what's right for the customer and an open line of communication with our clients so that they are constantly kept up to date with changes to industry rules and regulations.

About Harry Strausser III

Harry A. Strausser III is president of the Remit Corporation and Interact Training and Development where he oversees the operation of a full-service collection agency and coordinates the training programs of its educational subsidiary. Harry is active in both the Mid-Atlantic Collectors Association where he serves as President and ACA International, the association of credit and collection professionals, in which he is a certified instructor. He has instructed hundreds of programs for the ACA. At the International Conference in San Antonio, he was named "instructor of the year" for that organization and is a member of the International Fellowship of Certified Collection Executives and holds the Master Credit Executive distinction. In 2010 he was one of the first business professionals in the industry to receive the Credit and Collection Compliance Officer designation. He has served on the ACA International Executive Committee and held the position of President in 2004-2005. Harry holds an MA in communication from Bloomsburg University of Pennsylvania and a BS in business administration from the same institution. He has served as a full-time adjunct professor for the Department of Communication Studies at Bloomsburg University where he taught interpersonal communication, public speaking, and corporate communication. He travels extensively across the United States and internationally conducting educational and motivational programs for associations, private enterprises, conferences, and public seminar events.

About David Paris

David has over 20 years of experience in the recovery industry. While working for Great Lakes Collection Bureau, he oversaw portfolios in the consumer and commercial assets from Pre to Post Charge off. David has experience working with all the fortune 500 banks and has managed over 300 portfolio purchases. In the course of his career he has over-saw a supporting staff of over 400 . He was also part of a five-person team responsible for the creation of Receivable Services of America, a company which skyrocketed to over a million dollars in gross collections within the first six months of operation. David has been CEO of Zenith for the last 15 years and has overseen its growth from start-up to a leader in the Debt Buying Industry. David holds a degree in Fine Arts, sits on the Board as a Director of The Debt Buyers International and is Chairman of The DBA editorial Committee. Zenith has been a member of the American Collectors Association since 1997, the Debt Buyers Association, and the Asset Buyers Association

About Acumen Insurance Services

Acumen Insurance Services is an independent, full service insurance firm, which was founded by entrepreneurs from the insurance and financial planning fields, to help its agents meet the insurance and risk planning needs of their customers - small business owners and executives, high net worth individuals, institutions and small government entities. Through its network of industry leading wholesalers and brokerage partners, the firm operates in the fields of Health Insurance, Voluntary Benefits, Business Insurance and Life Insurance, and works with the highest rated and most competitive insurance providers in each of those marketplaces.

For more information on Acumen Insurance Services, please visit their website(s): www.aiscollectioninsurance.com and www.acumenins.com. You can also call or e-mail Tony D'Elia, president of Acumen Insurance Services at 1-800-287-7582 ext. 25 or adelia@acumenins.com.

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