

# J&J Management Services

## Opportunity

J&J Management Services (JJM) established as a third generation family owned business has a history spanning over 60 years in the consumer lending business specializes in direct lending. Due to government regulation changes, JJM developed a new business model to offer short-term installment loan programs. The company operating on its proprietary lending software needed to transition from deferred-presentment lending to small installment loan lending.

## Solution

JJM needed a vendor that could understand specific needs and customize a solution. After an extensive vendor evaluation process, JJM partnered with Compass Technologies to build a custom solution to support the new lending programs and facilitate the transition.

## Results

Compass Technologies customized its Encompass software solution to include a cash drawer management system, a full customer relations/collections system, and state-specific, specialized lending programs. As a result, JJM was able to convert from three separate software programs to Encompass and transition all of its office locations from deferred presentment to small installment loan licenses.

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Application Solution: EnCompass

Key Features: Cash Drawer Management, Collections, Specialized Lending Programs

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## About J&J Management Services

J&J Management Services located in Norcross, Georgia provides customized support in the areas of Financial Accounting & Reporting, Accounts Payable, Corporate Administration, Vendor Management, Compliance Auditing, Human Resources, Technology, Payroll, Purchasing, as well as Operational Management and Supervision.

J&J Management Services currently operates and supports more than 60 privately owned consumer lending offices specializing in short term cash advances with locations in Alabama, Georgia, South Carolina, and Tennessee.

<http://www.jjms.net/>