

CLLA National Convention: The Triadic System

Presented on: May 5, 2021

Outline

1. History – How did we get here?
2. The Triadic System– The three sides
3. Goals & Improvements
4. Discussion Points– The creditor got paid but I didn't! My file has stopped moving! These guys never send me a good file!
5. Conclusion

History

How did we get here?



The “Quadratic” System

Allegiance to the triadic system has been the rallying cry within the League for virtually its entire history. For some, it is a litmus test of one’s true loyalty to and even eligibility for membership in the League.

The triadic system, of course, is the forwarding of claims from agencies to receiving attorneys over law lists. Each constituency provides a utility to the industry.

Agencies are the marketing arm. They also attempt to collect the claim and if an attorney’s services are needed, they facilitate the process by acting as the clearinghouse for the credit grantor who need not manage a widespread network of attorneys working on a variety of cases.

Attorneys provide the needed legal services, without which the ultimate collectability of claims would be non-existent. One factor that led to the increased granting of credit in the 18th and 19th centuries was the ability to place a claim with an attorney for the ultimate legal remedies. Thus the possibility of being paid was increased and companies were more willing to sell goods on credit.

Law lists act as a middle man, provide bonding of attorneys and facilitate the communications between forwarder and receiver.

This is the way it has been for well not quite 100 years.

The League, when it was founded and for at least its first 17 years of existence, had a “quadratic” system.

The fourth Leg of the system from 1895 until 1912 was credit grantors.

The Original Constitution in Article II set out the qualifications for membership in the League as Follows:

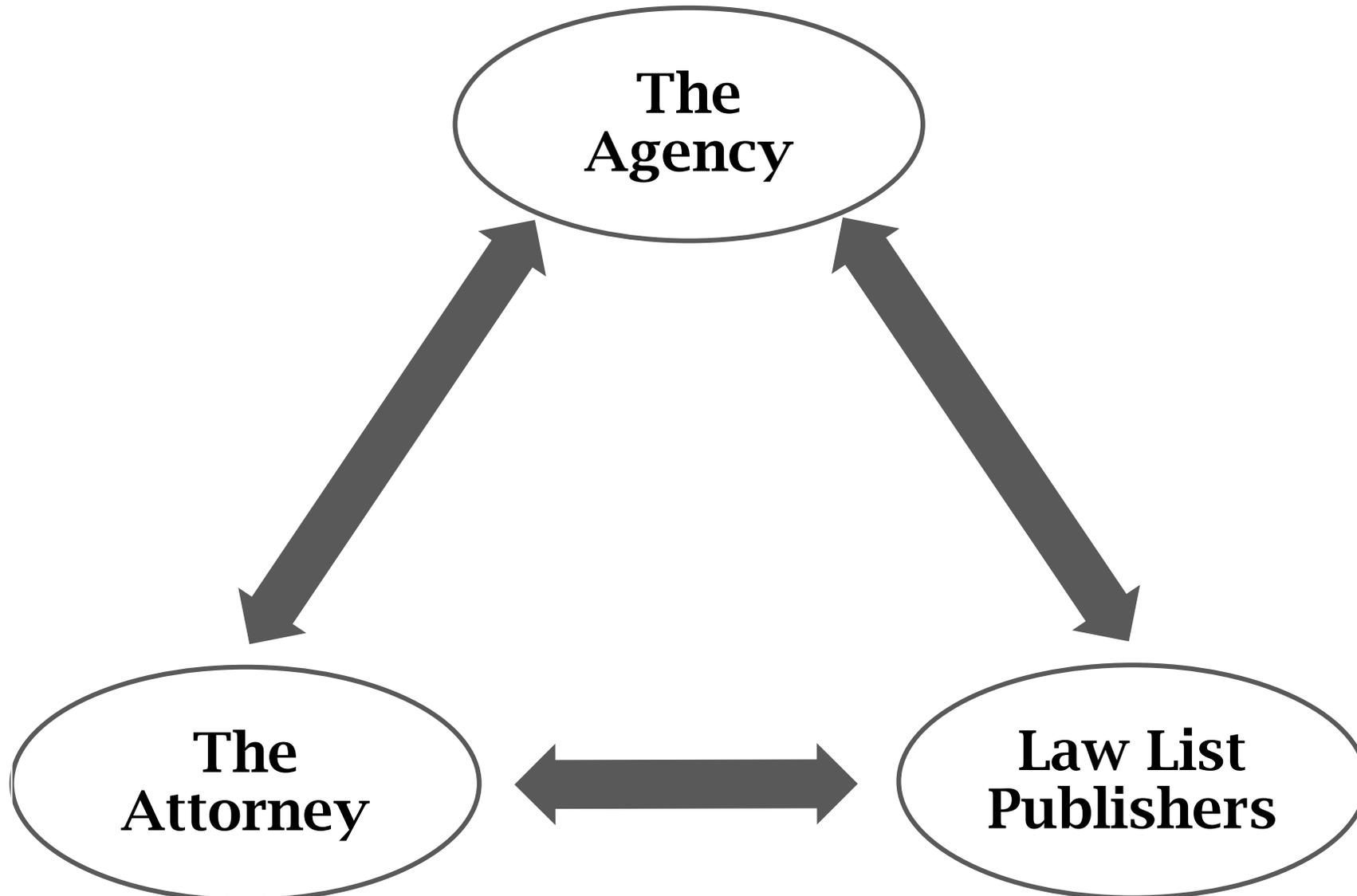
➤ THE ATTORNEYS

➤ THE AGENCIES

➤ THE LAW LISTS

History

The Triadic System - the three sides



Agency

Why a Law List Attorney?

How do I get reports? What if we don't?

How many lawyers should I be using in one jurisdiction?

Where is my Remittance?

Creditor was paid directly and does not, is not paying fees.

CLLA Flashback

This Just In

CLW has gone through a number of redesigns over the years — and it can help refresh your image in the industry.

As you can see from the list of cover stories in this 1926 edition of the Commercial Law League Journal, commercial law practice and the League have been a hot topic for decades.

We have a number of historical artifacts and publications on file at the CLLA office; including copies of the Commercial Law League Journal that are nearly 90 years old.

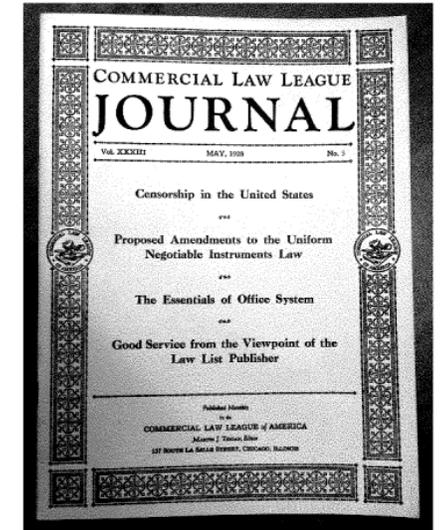
Our member magazine may have changed its name — several times — and look; but its purpose remains the same: to keep CLLA members informed about industry and League news.

But CLW isn't just something for you to read. We encourage you to increase your industry profile by contributing member news items and articles to CLW.

Share your latest promotion, award or other achievement with CLLA members by e-mailing updates to jhayes@clla.org. Showcase your expertise by sending an article idea to ebretton@clla.org. (Or e-mail that address, if you'd like some suggestions for topics to write about.)

We'll provide you with instant exposure — and give you a professionally designed article or news update to share with colleagues and other industry members on your website, social media and other outlets.

The simple truth is, the more you put into your CLLA membership, the more you'll get out of it. Don't wait another minute to maximize your membership: E-mail us about contributing to CLW today to increase your profile in the industry! •



Creditor's Rights Specialist.

Elevated Standards.

Bonding.

Who/What firm should I use?

Agency

Attorneys

Suit fees - How much and when to accept and when to decline.

1. RESPOND
2. HAVE SYSTEMS
3. COMMUNICATE
4. KEEP FILES MOVING

ATTORNEYS



Law List Publishers

How many?

Which ones?

Just a source of work or more?

Law List Publishers

1. MATCHMAKER

2. MEDIATOR

3. INSURER

Goals and Improvements

Updating and Reporting

“How am I doing?”

What can I do as the Forwarder to assist?

1. COMMUNICATION

2. UNDERSTANDING

3. PRODUCTIVITY

Goals and Improvements



Discussion Points

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1. The creditor got paid but I didn't!
2. My file has stopped moving!
3. These guys never send me a good file!



Conclusion & Summary

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LET'S ALL DO OUR PART TO KEEP
THE TRIADIC SYSTEM STRONG!

Thank you!