

HOW SEARCHBUG HELPS LAW FIRMS AND ATTORNEYS FIND PEOPLE AND REACH CLIENTS

THE CHALLENGE

Attorneys, law firms, and anyone else in the legal business face a unique challenge in collecting and using customer data.

This problem boils down to tracking two different data sets. First, legal businesses need accurate contact information for their paying clients. That data needs to be reliable over the long term since there can be a long lag time between when a customer gives their information and when they receive services.

Second, legal professionals need to find people on the other end of the legal process. This is where process servers and skip tracers come in. Many people avoid being served if they can.



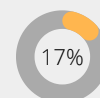
The compounding factor is that these two sets of personal information demand different tools.

Client data needs good management and verification. Defendant information requires advanced collection tools.

This means legal businesses need quality data processing.

17 percent of Americans change addresses annually, and 45 million people move each year. Client data go out of date fast.

On the defendant side, 2.8 million pieces of mail were returned as undeliverable in 2015. When the people you are trying to reach are hiding from you, there is a good chance that your mail ends up in the undeliverable pile. All this means that legal professionals and businesses need a full suite of data collection and validation tools that will help them manage both data sets. That way they can reliably contact clients and find the people their clients want served.



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45
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THE SOLUTIONS

There are three essential functions that data processing services need to perform for legal businesses:

1. Personal information validation.
2. Bulk skip tracing.
3. Professional skip tracing.

If your data processing service does these three things, you can manage your client databases, locate defendants who have unintentionally skipped, and find defendants who have intentionally skipped. Here are the tools that will do everything legal professionals need.

THE SOLUTIONS

SEARCHBUG BATCH APPEND CONTACT INFORMATION

Finding and verifying personal information is the first step in both client outreach and locating defendants. Collecting and validating personal data in bulk is the most efficient way to verify contact lists, gather missing information, and build defendant profiles.

A bulk data append service enables law firms and attorneys to build skip tracing profiles for multiple client accounts at once, and establish a process for regularly updating their client databases. In both cases, bulk data append tools batch many searches together and automate much of the process.

Simply upload lists of names, physical addresses, phone numbers, or email addresses, and get up-to-date personal information associated with the data you uploaded in minutes.

For example, if you needed to get the most recent known address for a list of defendants, you can simply upload a list of names, and the Searchbug batch tool will retrieve the associated addresses, phone numbers, and emails list back into your database

Searchbug Batch Append Contact Information Service Can Get:

- Name and Aliases
- Current and Previous Addresses (within the last 3 years)
- Email address and Phone Number
- Date of Birth and date of death if deceased
- Relative's names and dates of birth

This reduces the time it takes to locate and serve defendants and enables businesses to reliably contact existing and previous clients for outreach and case resolutions, even if the client's contact information changed.



ABOUT SEARCHBUG

Searchbug is a professional service for validating and collecting personal information, and finding people who have intentionally or unintentionally skipped that helps law firms and attorneys reliably contact clients and find defendants to resolve cases faster and with fewer disputes.

SEARCHBUG PROFESSIONAL SKIP TRACING

Obviously, some defendants will intentionally skip to avoid being served. In these cases, you will need more than online searches can provide. This is where Searchbug professional skip tracing picks up. A professional investigator will conduct a professional search based on the information you have about the defendant. Professional skip tracing services range from a three day assisted search to a month-long verification of the defendant's current address and other contact information.

You choose the depth of investigation based on how vital it is that you are able to contact the defendant.

Searchbug Professional Skip Tracers Find and Verify:

- Name and Aliases
- Current and Previous Addresses
- Cellphone and Landline Cellphone Numbers
- Date of Birth
- Current and Former Employers
- Death Records, if the defendant is deceased

With a verified current address, phone, and employment search, the skip tracing investigator will personally verify all the information. Although legal businesses will not need such thorough skip tracing services for every case, it is vital that you have access to these services when you need them, so that you can quickly initiate an investigation.

Otherwise, finding the defendant could delay case resolutions for months.

CONCLUSION

To provide the fastest and most thorough legal services, law firms and attorneys must be able to rely on their data. This includes client and defendant data. This requires a mix of bulk data validation and deep investigative services. Regularly verifying and completing the data in client contact lists and maintaining access to professional skip tracing ensures that your business can contact people on both sides of the legal process and resolve cases faster.