

**As Carlo Pegna is announced as a finalist for the *Businessman of the Year* award he talks to Kate Everett about an incredible four years since launching Master Collections**

Just four years after launching Master Collections, it has been announced that Managing Director Carlo Pegna has won a place in the final selection for *Businessman of the Year* in the 2009 Colchester & District Business Awards.

Hard work, tenacity and the ability to work outside the box have earned Carlo further unprecedented success this year, as he explains: 'I started Master Collections with a £10,000 loan, and I can honestly say that those first two years in business were the hardest of my life. It was tough out there, but it was the belief I had in my own abilities and my vision for the company that kept me going, even when I was literally fighting Master Card for the right to use my own company name. I turned Master Collections around by introducing Master Club and turnover has doubled year on year since then – even during a recession.'



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Earlier this year, Carlo restructured the business and brought David Blackwell into the company as a Business Manager, a working partnership that has further cemented the Master Collections brand. 'I really wanted to concentrate on local core business,' explains Carlo. 'Bringing David on board has helped us develop a niche market in the Colchester area and raised the profile of Master Collections. Most importantly it has allowed me to focus my time more on my clients and their specific needs. Where I am able to make direct contact with debtors and speak to them I am able to recoup almost every single penny on behalf of my clients.'

By bringing David Blackwell into the company, I am utilising his many years of experience and his wide networking experience to educate businesses on the Master Collections service.'

Despite Master Collections being a relatively young company, Carlo is no stranger to awards, having already won the prestigious 'Credit Professional of the Year' award from the Institute of Credit Management. Carlo believes that the company's unique approach to an age-old industry is bringing Master Collections to the attention of more and more businesses. 'We are the only company of our kind in the UK,' he says. 'Master Club offers a completely unique range of personalised member services including access to legal representation no other debt collection agency is able to offer. I am a qualified Legal Executive, but I don't charge clients by the hour – we believe in what we can achieve and are able to provide all-inclusive membership at affordable rates. Our membership has increased because clients are appointing us based on our reputation for outstanding results and service.'



***“Our success rate is probably the highest in the country”***

As Carlo awaits the decision on the Colchester & District Business Awards, he continues to build on his original vision for Master Collections and proudly talks about the company's achievements so far. 'As a company, we give back to the community; we recognise the people and businesses that we work with and want to give something back. We are the only Debt Collection Agency that gives a percentage of the debt collected to charity and we have already donated more than £3000 to the CLIC Sargent Children's Cancer fund. Most importantly for our clients, our success rate is probably the highest in the country compared to other solicitors and collection agencies and I believe that our quality and consistency of service is the best.'

Colchester District  
*Business Awards*  
2009

*Finalist*