

# Taking Care of Business

ARI's Novel Approach To Success

**Melissa Nash Andrews** wants to help small businesses succeed. And, as the vice president of ARI, she's doing her part.

ARI, a full-service collection agency which specializes in the construction industry, professional services and homeowner associations, has a proactive, non-intimidating philosophy.

"The ultimate goal is helping another small business stay in business. We understand how important cash flow is to the success of a business and how important and how precious each customer is," says Andrews, a former business manager who also has a background in residential real estate. "We want to treat our clients and their clients with the utmost dignity and respect...there are times you have to get tough but you can do it with respect. The perfect win-win scenario is when our business client gets paid and also keeps his customer."

Andrews is passionate about her career and the survival of small businesses—she even wrote a book about it, *How to Get Paid On-Time Every Time*, a how-to for small businesses who need help improving their cash flow.

Andrews – a Palm Beach County native – is also dedicated to our community. "I do a lot of giving back; I'm very involved in the community. If we don't give back



Melissa Nash Andrews 

and take care of our own back yard, then who is going to?"

Her community service projects include helping Hospice of Palm Beach County and Autism Speaks. She also mentors high school students. "I try to lead by example and give the students some good direction," she says.

Andrews certainly has something to teach them. ARI was ranked 2nd in the nation in the Recession Busters Category as a home-based business by Startup Nation and was recently featured on Inc.com.

“Our success comes from taking a proactive rather than a reactive approach to collections.”



**ARI is located at 314 Clematis St. Suite 201, West Palm Beach. For more information, call 561-697-4911 or visit [4aronline.com](http://4aronline.com).**