



# Today's Webinar: Simplify Client Payments Improve Cash Flow

#### Presenters

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Head of Sales & Marketing,
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CEO
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Founder, Bluefin

- Founder of Bluefin, Payment Tree and Payfactory
- PCI Board of Advisors 2019-2023
- Certified Payments Professional (CPP)
   PCI Professional (PCIP)
- Certified Data Privacy Solutions Engineer (CDPSE)



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- Help Desk & Tech Support at LegalPRO Systems
- Expert in bankruptcy software
- Tech Support for Jubilee, BankruptcyPRO and,
   I-Got-Notices



# In this webinar you will discover

- Why there is an accelerated demand for online client payments
- How an online client payment system works
- Why electronic payments is safe for your practice
- The advantages of accepting client payments
- Jubilee payments demonstration
  - Create, manage and, track client payments



# What does an electronic payment system look like?

- Card-not-present payments
- Online payments
- Phone payments

Integrated with Jubilee for seamless & secure online payment acceptance.









# Advantages of accepting client payments

- Clients enjoy a fast, easy, and safe bill paying experience
- Reduces time, steps and errors for data entry
- Accelerates collection time and reduces late payments:
- No more relying on the US Postal Service!
- Post payments instantly and automatically



#### COVID as a catalyst

COVID accelerates demand for cashless payments and move to secure cloud.

Observations from the Legal Software industry

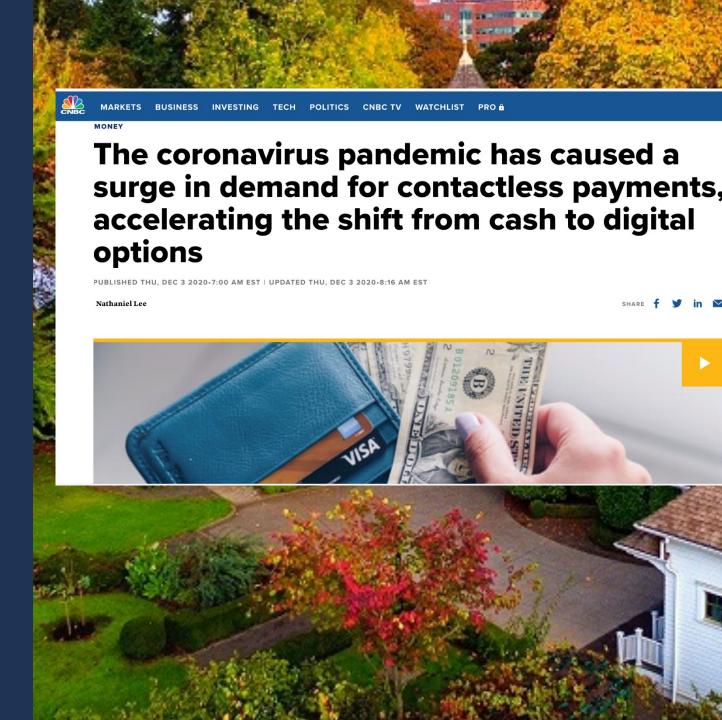
Accelerating adoption with clients

Observations from the Payment Industry

Heightened awareness of need to adapt to threats

"I think we accelerated where we were going to be in three to five years. And in months, we jumped ahead, and I don't think there's any turning back from that," Dan Schulman, CEO of PayPal





# Regulations Ensure Consumer Privacy

Data privacy, also known as information privacy, is fundamental in securing personal information that an organization collects, preventing it from third party access

In response to continuing breaches, the European Union (EU) enacted the General Data Protection Regulation (GDPR) in May 2018 and the California Consumer Privacy Act (CCPA) goes into effect January 1<sup>st</sup>, 2020

Both laws require that any company that handles consumer data must now develop guidelines on how data is collected, what data within a system can be shared with others, and what technologies, such as encryption or pseudonymization, need to be adopted to deidentify sensitive data

Violation of these laws – i.e., if consumer data is exposed in "clear-text" by a third party – carry significant penalties:

• CCPA – \$2,500 per instance or \$7,500 if the Attorney General's office proves the violation was intentional; individuals can see \$100 to \$750 in damages per person per incident

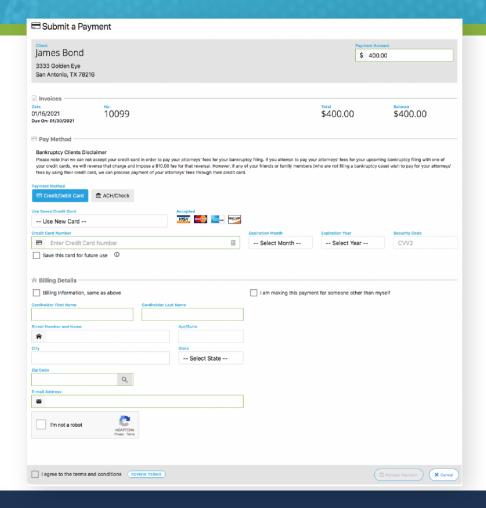
LegalPRO and Payment Tree use the latest technologies and standards to ensure the highest levels of security



# Jubilee Legal Payments: An option for your client online payments

#### What is Jubilee Legal Payments?

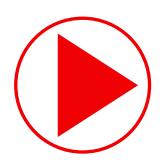
- Send electronic invoices
- Create and modify existing payment plans
- Track client payments with automated reminders
- 3.00% per transaction





# Jubilee Legal Payments: Create, Manage & Track Online Payments

# Jubilee Legal Payments in Action



Click here to watch the video



# Benefits of using Jubilee for your client online payments



#### **Fast Payments**

Get paid faster, improve cash flow, and get paid easier without extra fees using our secure online payments tool.



#### **Enhanced Data Security**

Our servers and your data are protected by the highest level of security available.



#### **Increase Cash Flow**

Increase recurring payments and reduce collection efforts with automated reminders, retries and customizable online payment portal.



#### **Access Flexibility**

Cloud-based so data is at your fingertips, anywhere, anytime.



#### Easy to use

Access to your payment plans within the cases. Clients can pay directly through your dedicated payment portal.



#### Resilient & Scalable

Our cloud structure means that your practice can grow at its own pace.



#### **Customer Satisfaction**

Simplify and modernize your payment process for your clients.



# Let's Get Your Practice Set Up With Jubilee!

#### Follow these simple steps:

- 1. Go to: <u>Jubileepro.com/features/legal-payments/</u>
- 2. Click on Learn more about Legal Payments here
- 3. Schedule a time with Angela



Simplify Accepting Payments with a Custom Client Payment Portal







# Jubilee Thank you!







### Contact us

# Feel free to contact us if you have any questions:



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