

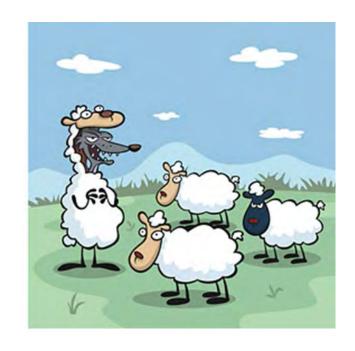
Fair or Foul?

THE PITFALLS OF TECHNOLOGICAL DEBT COLLECTION WITHOUT CONSENT



Increased, Assertive Debt Collection

Behold, I send you forth as sheep in the midst of wolves: be therefore wise as serpents . . .





Relevant Statutes

Privacy & Anti-Solicitation

- Telephone Consumer Protection Act ("TCPA")
 - 47 U.S.C 227(b)(1)(A)

Debt Collection

- Fair Debt Collection Practices Act ("FDCPA")
 - 15 USC § 1692
- North Carolina Deceptive Trade
 Practices Act
 - N.C. Gen. Stat., §§75-1.1 et seq.
- North Carolina Debt Collection Act
 - N.C. Gen. Stat. , §§75-50 et seq..
- United States Bankruptcy Code
 - 11 USC §§ 362, 524



No Further Consent to Collect

Fair Debt Collection Practices Act (FDCPA)

- 15 U.S.C. § 1692c(a)(2): Attorney Representation
- 15 U.S.C. § 1692c(c): Cease & Desist

North Carolina Deceptive & Unfair Trade Practices Act

- N.C Gen. Stat. § 75-55(3)
- "No debt collector shall collect or attempt to collect any debt by use of any unconscionable means. Such means include, but are not limited to, the following:
 - (3) Communicating with a consumer (other than a statement of account used in the normal course of business) whenever the debt collector has been notified by the consumer's attorney that he represents said consumer.

United State Bankruptcy Code

- 11 U.S.C. § 362: Stay of Creditors
- 11 U.S.C. § 524: Permanent Injunction



Telephone Consumer Protection Act (TCPA)

The TCPA was passed because Congress believed that automated and prerecorded telephone calls were a **greater nuisance** and **invasion of privacy** than live calls, that such calls were **costly** and such calls were **inconvenient**.

47USC 227(b)(1)(A)(iii)

"It shall be **unlawful** for any person within the United States, or any person outside the United States if the recipient is within the United States to **make any call** (other than a call made for emergency purposes or made with the **prior express consent** of the called party) using an **automatic telephone dialing system** or an **artificial or pre-recorded voice** . . . to any telephone number assigned to a . . . **cellular telephone** service..."

NOTE: <u>Not</u> dealing with TCPA section prohibiting solicitation or calls to <u>landline</u>; also not dealing with section laying out Do Not Call ("DNC") Registry



TCPA Elements & Issues

Make a Call

- --Place or initiate
- -- Does not require "communication"
- --Texts count as call

- Prior Express Consent
- -In re: Rules & Regulations Implementing the Tel. Consumer Prot. Act of 1991, 23. F.C.C.R. 559 (2008): presumed given if cell number provided in transaction that gives rise to the Debt.
- --Express or Implied? Mais v. Gulf Coast Collection Bureau, Inc., 944 F. Supp. 1226 (S.D. Fla. 2013)

Automatic Telephone **Dialing System**

- --Store #s; random number generation --Does not matter if used; present capacity to do SO
- --Predictive telephone dialing systems included --See Consumer Litigation Case Law Summaries, infra

Cellular Telephone

--Not landlines: *Meadows v. Franklin Collection* Services, Inc. 414 Fed. Appx. 230 (11th Cir. 2011) --service "charged for the call"

Consent & the TCPA

Prior Express Consent

Required to be provided before placing or initiating a call

- Automatic telephone dialing system
- Predictive telephone dialing system
- Automatic or pre-recorded voice

Affirmative Defense

Caller Defendant's Burden

Revocation of Consent

May consent be withdrawn?

- Gager v. Dell Financial Services, 727 F. 3d 265 (3rd Cir. 2013))common law)
- Osario v. State Farm Bank FSB, 2014 WL 1258023 (11th Cir. March 28, 2014) (common law)
- Gutierrez v. Barclay Group, 2011 WL 579238 (S.D. Cal. Feb 9, 2011) (oral revocation ok)
- Adamcik v. Credit Control Services, Inc., (also allowed oral revocation)
- Conklin v. Wells Fargo Bank, N.A., 2013 WL 6409731 (M.D. Fla. Dec. 9, 2013) (consent revoked by operation of law)
- But see, Starkey v. Firstsource Advantage, LLC, 210 WL 2541756 (W.D. N.Y. March 11, 2010) (oral consent not allowed)
- Saunders v. NCO Financial, 910 F. Supp. 2d 464 (E.D.N.Y. 2012) (Statute does not provide, therefore consent cannot be withdrawn)



What are You Looking For?

- Consumer Debt
- Notice of Attorney Representation Regarding Debt
 Or other revocation (i.e., cease & desist, refusal to pay; stop calling me, etc.)
- ❖ Automatically Dialed Telephone Calls or Pre-recorded Voicemails
- To a Cellular Telephone



Consumer Debt

Obligation arises from a "transaction"

- Not from negligence
- Not from intentional tort
- Not from fine or penalty
- HOA Due? Unsettled, but modern argument is 'Yes' provided condo was for personal use and not investment

Primarily from "Personal, household or family use"

- Primarily
- Initial purpose on "one-time" purchase
- Weighing of use on credit lines or revolving credit accounts

Mortgage Notes on Owner Occupied / Family-Use Real Estate? Yes.

NOTE: N.C. Gen. Stat. § 75-50



Notice of Attorney Representation

Oral Representation

Client advises on debt collection call, post-rep.

Faxes & Letters of Representation

Attorney/Law firm directed

Notice of Appearance

- Mortgage Foreclosure Lawsuit
- Credit Card / Debt Buyer Lawsuit

Authority to Represent

Short sale or loan modification

All of the Above = Revocation by Operation of Law

Conklin v. Wells Fargo Bank, N.A



"Robotic" Debt Collection Calls?

Auto-Dialed Calls via "Automatic Telephone Dialing System"

- Pause on answer of call
- Clicks on answer of call
- On Hold message

Automated or Pre-Recorded Voice

- Voicemails
- On Hold message waiting for live representative

Systems must simply have (present) capability of storing numbers

- Predictive dialers
- Store and call numbers without human interaction



Cellular Telephone or Paging Service

- ❖ Paging? See 1991.
- Cellular telephone service = Cell phones
- Service Plans Should Not Matter
 - Unlimited minutes ok
 - ❖Still "charged" for the service or minutes
- ❖ Osario v. State Farm Bank FSB, 2014 WL 1258023 (11th Cir. March 28, 2014) (The Rule of the Last Antecendet: 'for which the party is charged for the call' does not apply to 'cellular telephone service'; any calls to cellular telephones are governed regardless of plan)





Case Law Summaries

Strict Liability; No Duty to Mitigate

• Fillichio v. M.R.S. Associates, Inc., 2010 WL 4261442 (S.D. Fla. Oct. 19, 2010) (holding that under the TCPA making the calls satisfied the requirements of the statute, it was irrelevant whether recipient answered or was aware of the calls; the statute is strict liability and there was no duty on plaintiff to mitigate damages)

Automatic Telephone Dialing System

- **Kazemi v. Payless Shoesource, Inc.**, 2010 WL 963225 (N.D. Cal. Mar. 16, 2010) (finding that plaintiff's description of received messages as "formatted in SMS short code licensed to defendants, scripted in an impersonal manner and sent en masse" was sufficient to support the allegation that the messages were sent using an auto-dialer).
- •Nelson v. Santander, 931 F.Supp.2d 919 (W.D. Wisc. 2013) (rejecting defendant's argument that plaintiff failed to distinguish between calls through "predictive dialing" vs. calls through "preview dialing" as immaterial, as the question is whether the system used had the "capacity to make automated calls").
- **Hunt v. 21**st **Mortg. Corp.,** 2014 WL 426275 (N.D. Ala. Feb. 4, 2014) (noting that in order for a telephone system to be covered by the TCPA, it must have had the capacity, at the time the calls were made, to store or produce numbers using a random or sequential number generator).



ATDS (cont'd)

• Stockwell v. Credit Management LP (district court dismissed part of consumer complaint because no evidence to controvert defendant caller assertion did not have technology / number generator)

Prior Express Consent: Debt Collection

- By express Congress meant implied?
 - Rules and Regulations Implementing the TCPA of 1991 (Jan 4 2008)
 - Cellular number provided in the transaction creating the debt; "deemed"
- How far does the consent go?
 - Mais v. Gulf Coast Collection Bureau, 944 F. Supp. 2d 1226 (S.D. Fla. 2013) (separate medical creditor other than hospital to whom number was provided did not have prior express consent)
- Agents of a Principal do have prior express consent
 - Rules and Regulations Implementing the TCPA of 1991 (Jan 4 2008)



Prior Express Consent: Marketing

- Pre-October 16, 2013: prior express consent
 - Deemed or Express? Caller discretion. Be careful.
- Post October 16, 2013: prior express written consent

Prior Express Consent: Informational

- Both pre- and post: Prior express consent
 - Deemed or Express? Caller discretion. Be careful
 - Still Simon & Schuster? "consent that is clearly & unmistakably stated."

Revocation of Prior Express Consent

- Gager v. Dell Financial Services (2013) (consent revoked under common law principles; no means no)
- Osario v. State Farm Bank, F.S.B. (2014) (consent revoked under common law; no means no)
- Conklin v. Wells Fargo Bank, NA (2013) (Revocation by operation of law)
- Starkey v. First Source Advantage (writing required; look to FDCPA)



Third Party (i.e., Vicarious) Liability

Agency

- Desai v. ADT Sec. Services, Inc. (2011 WL 2837435 (N.D. III. July 18, 2011)) (initially broad enough to include cases where party encouraged or prompted representatives to make calls on its behalf; otherwise, a party could benefit from violations of TCPA with impunity)
- Worsham v. Nationwide Ins. Co., (138 Md. App. 487 (Md. App. 2001) (independent contractor relationship did not insulate Nationwide from potential liability)
- Lary v. VSB Financial Consulting, Inc. (910 So. 2d 11280 (Ala. Cir. App. 2005)) (congressional torts like TCPA implicitly include doctrine of vicarious liability unless expressly excluded)

"On Behalf of" Liability

- In re: Joint Petition filed by Dish Network, LLC, 28 FCC Rcd 6574 (2013) (discussion the scope of 'on behalf of' and vicarious liability under the TCPA and finding that §227(b) is subject to vicarious liability under the federal common law agency principles).
- **Thomas v. Taco Bell Corp.**, (879 F. Supp. 2d 1079 (C.D. Cal. 2012) (consumer argued broader standard of liability on behalf of. Court declined and followed traditional standards of vicarious liability and agency principles).
- Mey v. Pinnacle Sec., LLC (2012 WL 4009718)N.D. W.Va. Sept. 12, 2012) (noting that the TCPA expressly provides for 'on behalf of' liability in §227(c)(5) but does not provide for strict on behalf of liability under §227(b)(3))
- Rules and Regulations Implementing the TCPA of 1991 (Jan 4 2008) (calls placed by a third party debt collector on behalf of that creditor are treated as if the creditor itself placed the call)



Willful & Knowing: Low Threshold for up to 3X Damages

- TCPA and FCC do not define "willful and knowing"
- Sengenberger v. Credit Control Services, 2010 WL 1791270 (N.D. III. May 5, 2010) (found calls willful)
 - Act must be intentional; irrespective of intent to violate law
 - "Caller acting voluntarily and under free will regardless of whether knew was acting in violation of a statute."
- Harris v. World Fin. Network Nat. Bank, 867 F. Supp. 2d 888 (E.D. Mich. 2012) (trial court award treble damages (\$1,500/call) for auto-dialed calls to cell phone after consumer notified credit card company calling wrong number).

Attorneys' Fees

- Ade of Tampa, Inc. v. Mealcab.com, LLC, 19 Fla. L. Weekly Supp. 472a (Fla. Cir. Ct. Mar. 6, 2012) (TCPA violation basis for violation of F.S. 501.201 (FDUTPA) as an unfair method of competition)
- **Conklin v. Well Fargo Bank, N.A.** (2012) (TCPA and state debt collection statute that prohibited collection by first parties (FCCPA)); See FDCPA, too.
- N.C. General Statutes, Section 75-16.1 (attorney fee to prevailing upon finding that party charged acted willfully AND unwarranted refusal to fully resolve, or knew or should have known malicious)



Class Actions

- Prior Express (Written) Consent
 - Caller's Burden;
 - Affirmative Defense
- Class Definition, if properly drafted prior express consent (or lack thereof) will not necessarily save you

Insurance Coverage (Class Actions)

- Per claimant exception (<\$500.00/claim?)
- Willful or knowing conduct exclusion?
 - Alea London v. American Home Services, Inc, 638 F. 3d 768 (11th Cir. 2011). (case by marketer against insurance carrier for breach of contract; failure to defend and pay claims; insurer prevailed because class TCPA coverage excepted for claim amount and willful exclusion)
- UDAP or Common Law Tort may trigger coverage



Marketing Calls vs. Informational Calls

New FCC rules do not discuss at length the types of calls

Generally, all calls intended to offer goods or services are "marketing calls"

- Label (i.e., free goods) not controlling
- Offer property, goods, services for sale
- During call or in future

Overlap / Shade of Gray

- Mortgage brokers to clients advising of new rates
- Calls from phone companies to customers regarding new plans
- Credit card companies offering overdraft protection
- All of the above are considered "marketing calls"

Informational Calls: Southwest – flight delay



Inside the Mind of a Consumer Advocate

Initial Inquiry

- · Calls, VMs and Atmosphere
 - Frequency
 - APVM
 - Pauses and Clicks
 - Silence then Noise
- Caller

Purpose of Call

- Debt Collection
- Other
 - Marketing (immediate or future benefit?)
 - Informational

Prior Express (Written) Consent Inquiry

- Issue Evaluation
- Client Evaluation
- Set the Trap: Revocation



In (Your) Practice. . .

- First Steps to Implementing in Consumer Practice
- Thinking Like a Consumer Lawyer
- Revoking Consent
 - ❖ Notice(s) of Representation
 - Cease & Desist / Refusal to Pay
 - Bankruptcy
- Educating Your Client
- ❖ Documenting Your Case (i.e., Exhibit A, B, etc.)
- ❖Seek Help When Needed





Notice of Representation

- Fax of Representation
- Client Name
- Client SSN
- Client Account Number(s)
- Creditor/Debt Collector/Mortgage Servicer Fax Number
- Appropriate Limiting Language
- Spoliation of Evidence Demand
- Client Cellular Telephone Number

Leavengood, Nash, Dauval & Boyle, P.A. 3900 First Street North, Suite 100 St. Petersburg, Ft. 23700

Tel: 727.327.3328 Fax: 727.327.3305 www.leavenlaw.com

Fax



To: Collections Representative	Office/Company: Katherine, Dowen Loan Services. LLC
Fax No: 487-757-5385	Re: Jack & Brenda Quick
	SSNs: 266-11-4082; 054-62-5691
	Account No.: 24276446 (Chase)
	Property Address: 2547 Elyris Ave., Largo, FL 33771
From: lan R. Leavengood, Esq.	Date: 12/17/2013
Number of Pages (including cover sheet): 1	To confirm receipt/missing pages, please call:
AND THE RESERVE OF THE PARTY OF	727.327.3328
Katherine,	
Again, please be aware that this law firm (see above for contact information) represents. Jack & Brends Quick with regar to their dobbs generals, including the above filed account and any other accounts of debts which you or your agency a stamping to codest from our clereft). Any further direct communication with our cleant(s) will be in violation of FS & 3 550 C/19) which provides in part that:	
[I]n collecting consumer debts, no person shall communicate with the debtor if that person knows that the debtor is represented by an attorney with respect to such debt and has knowledge of, such attorney's name and address."	
Furthermore, 47 L/S/C § 227 prohibits making any call using any automatic telephone dialing system or an artificial or pre- recorded voice to any telephone number assigned to a cellula telephone service without prior express consent.	
To the entert you are requesting further authorization to discuss the 5 std Curlets, matters with this office, we are working with our clients regarding their debts, including the debt referenced shows as well as potential short sale in property lesied above. Until such time as an authorization is obtained and provided please case calling and communicating with bit is bits. Quick regarding the debt and property listed above.	
Consents	

Confidentially Notice: This page and any accompanying documents contain confidential information intended for a specific intendal and projects. This believes in the intended recognity, you are hereby notified that any

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4. 2013 11:48AM

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Cease & Desist Letter

Cease & Desist Letter

Dispute Validity of Debt Letter

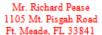
Client Name

Client SSN

Client Account Number(s)

Cell Phone Number Provided

Appropriate Limiting Language



May 1, 2014

VIA CERTIFIED U.S. MAIL RETURN RECEIPT REQUESTED

Terrace Financial, LLC ATTN: Collections Department 2550 W. Tyyola Road, Suite 240 Charlotte, NC 28217

RE: Debt Collection Calls to Cell Phone Number 727-321-4578

To Whom It May Concern:

I am writing to ask that you please cease all communication with me at the telephone listed above. I dispute the debt that you're trying to collect and I do not wish to be contacted any further.

Please again stop calling me at this telephone number. To the extent that you believe my failure to object to these calls and message implies that it is okay to keep calling, it is not. Any such perceived consent to call me in the manner you have been calling me is forever withdrawn.

Thank you for your attention to this matter.

Sincerely.

Richard Pease



Creditor Harassment Protection Notification

Email to All Clients

Personalized

Client Notification

Links to CH Protection Center

Client Education

Step-by-Step Instructions

- Self-help
- Attorney help

Organized Process

Next-Step Instructions





Creditor Harassment Protection Center

Collection Calls & VMs

Collection Letters & Billing Statements

Debt Collection Document Center

Revoking Consent

Robo-Dialed Calls & Spam Texts



http://www.leavenlaw.com/Practice-Areas/Creditor-Harassment/Consumer-Protection-Center.aspx



Collection Communications Log

Time Many					0	ginal date gave LD&B Contact Info:
Client Name: Client Home Phone #:			Client Cell Phone # (s):			
2. KEEP 1 3. SAVE F 4. DON'T 5. PLEAS! 6. It is very 7. IT IS VI a. b.	E IMMEDIA THIS LOG N VERY voice THROW AN E SEE the bar THROW IMPOR Any voice th Any voice th Any voicema A delay of a	EXT TO YOUR PHO mail, message, collect VYTHING AWAY, in ck of this log for the s at you notify each cree TTANT TO NOTE W at is a machine which til messages which are	ONE and take detaile tion letter, e-mail and acluding the envelope cript to read to credits diror/collector that we/HICH CALLS ARI asks you to please ho pre-recorded and rep answer the call befor	d notes of /or text ms is that the ors/collect represent E AUTO- ld while y peated ove re a live pe	any conversisage, collection lors and a linguage PLE DIALED Courage transfer multiple in the control of the con	up the other end; and
α.		ie pattern of calls, suc		Call to	he same tu Auto-	DETAILS OF THE CALL:
Date of Call? (MM/DD/YY)	Time of Call? (00:00 pm)	Telephone Number Calling From?	Caller's Name and Company?	rour cell phone?	Dial? (see #7 above)	What Did Collector Say? Did They Say They Were a Debt Collector? Any Threate? Profaminy? Harastment? Threaten Legal Action? Calls to Friends, Neighbort, or Other Family Members? (Use as many lines or pages as needed)
6/12/13	9:34 am	800-669-0102	Nancy from Bank of America	Yes	Yes	I received an auto-dialed call to my cell phone from BOA trying to collect on my mortgage. I read her the script on the back; however, Nancy said that the collection calls would continue until I gave her a bankruptcy case number.
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Common Sense approach

Easy to Follow & Use

Examples of Unlawful Conduct Provided

Personalized Script Provided

Verification of Representation provided

- Consumer Protection Hotline: (727) 362-4922
- representation@leavenlaw.com



Mitigation is Over, Now File Suite

- TCPA contemplated in small claims court
- However, Federal Question Juris.
 - Mims v. Arrow Financial Services, LLC, 421 Fed. Appx. 920 (U.S. 2012)
- Companion Violation
 - **❖**FDCPA
 - ❖ N.C. Deceptive Trade Practices Act
 - ❖N.C. Debt Collection Act
- Healthy (Potential) Damages AND basis for Attorneys' Fees & Costs
- Great leverage, great advocacy & great profitability

UNITED STATES DISTRICT COURT MIDDLE DISTRICT OF FLORIDA TAMPA DIVISION

BROOKE DUBBELD,

Case No.:

Practices)

Plaintiff(s),

CAPITAL ONE SERVICES, LLC, a foreign limited liability company, and NCO FINANCIAL SYSTEMS, INC. a foreign corporation,

COMPLAINT (Unlawful Debt Collection

Defendant(s)

VERIFIED COMPLAINT

COMES NOW, Plaintiffs, BROOKE DUBBELD (hereinafter, "Plaintiffs"), by
and through the undersigned counsel, and sues Defendant, PROFESSIONAL NCC
FINANCIAL SYSTEMS, INC. (hereinafter, "Defendant"), and alleges:

I INTRODUCTION AND PRELIMINARY STATEMENT

This is an action for damages brought by an individual consumer for Defendants' violations of the Florida Consumer Collection Practices Act, Chapter 559, Florida Statutes (hereinafter, the "FCCPA"), the Telephone Communication Protection Act, 47 U.S.C. 227 (hereinafter, the "TCPA"), and the Fair Debt Collection Practices Act, 15 U.S.C. 1692a, et seq. (hereinafter, the "FDCPA") and for declaratory judgment and interesting sets of a major.

II. JURISDICTION AND VENUE

 This Court has federal question subject matter jurisdiction over the FDCPA claims under 28 U.S.C. §§1331, 1337 and 15 U.S.C. §1692h(d). The Court has supplemental jurisdiction over the FCCPA and TCPA claims under to 28 U.S.C. §1367,



Contact Information

lan Leavengood Managing Partner <u>ileavengood@leavenlaw.com</u>

Aaron Swift Associate <u>aswift@leavenlaw.com</u>

G. Tyler Bannon Associate tbannon@leavenlaw.com

Sara Weiss Law Clerk sweiss@leavenlaw.com

Katherine Boore Consumer Law Case Manager kboore@leavenlaw.com

Fara Stone Paralegal <u>fstone@leavenlaw.com</u>

Teiah Hester Short Sale Coordinator <u>thester@leavenlaw.com</u>

Jordan Isringhaus Associate(Foreclosures) <u>jisringhaus@leavenlaw.com</u>

Ryan Singleton Associate(Bankruptcy) <u>rsingleton@leavenlaw.com</u>

Richard M. Dauval Partner/Trustee (Bankruptcy) <u>rdauval@leavenlaw.com</u>

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Fair or Foul?

THE PITFALLS OF TECHNOLOGICAL DEBT COLLECTION WITHOUT CONSENT

