

DEFINITIONS

Debt Management Program (DMP)

A facility set up to counsel and assist clients with on time payment and management of primarily unsecured debt.

Debt Relief Seekers (DRS)

Consumers who have contacted the debt counseling service with the intent, primarily, of using its facilities to solve or manage their debt problems. They may or may not become active.

Active Clients

Consumers who have signed an agreement and have been paying clients for at least 90 days.

Al Duarte

InCharge Institute of America

& The Association of Independent Consumer

DMP DATA SOURCE

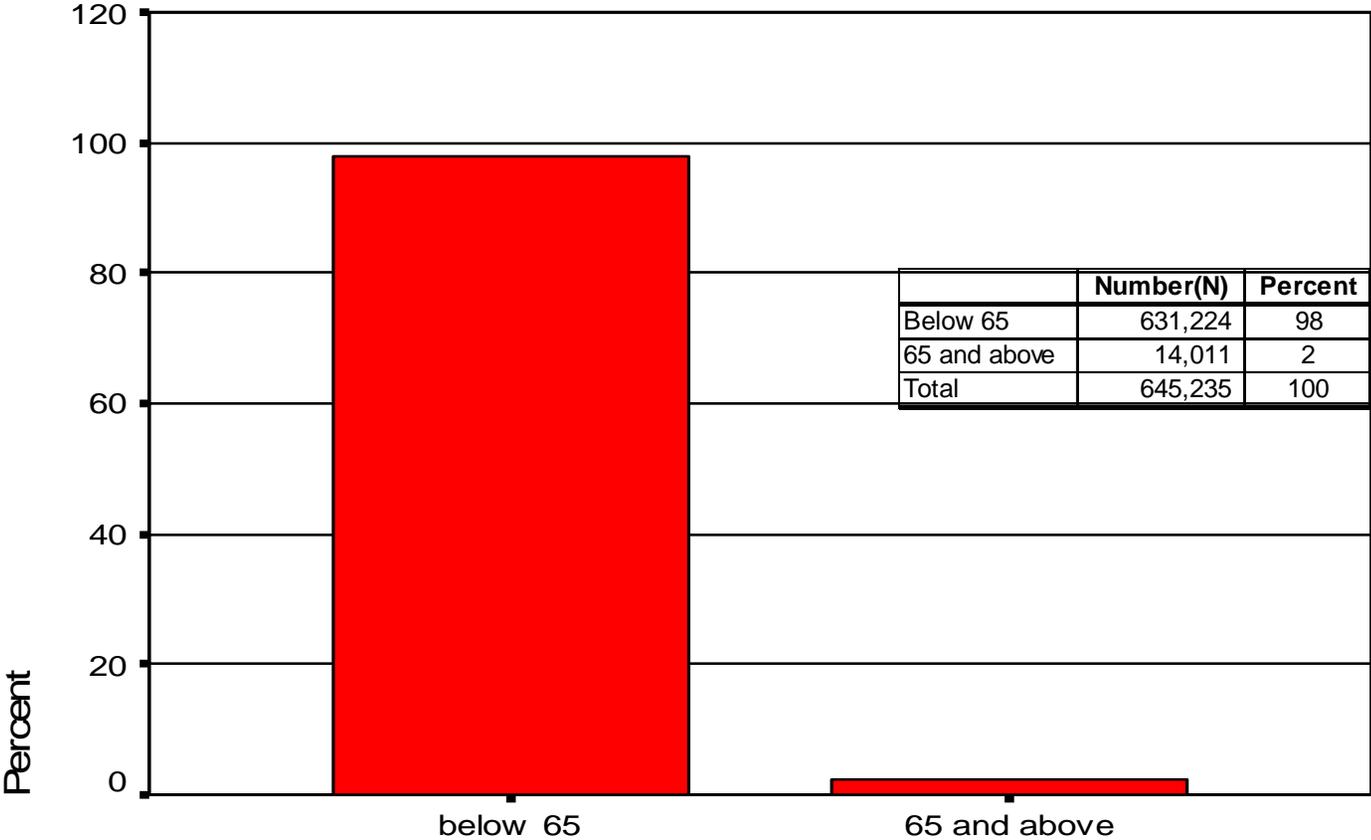
	Number(N)	Percent
Below 65	631,224	98
65 and above	14,011	2
Total	645,235	100

Time Span

The longest time span in the database is 1993 to 1999. Most data, however, begins in mid 1994.

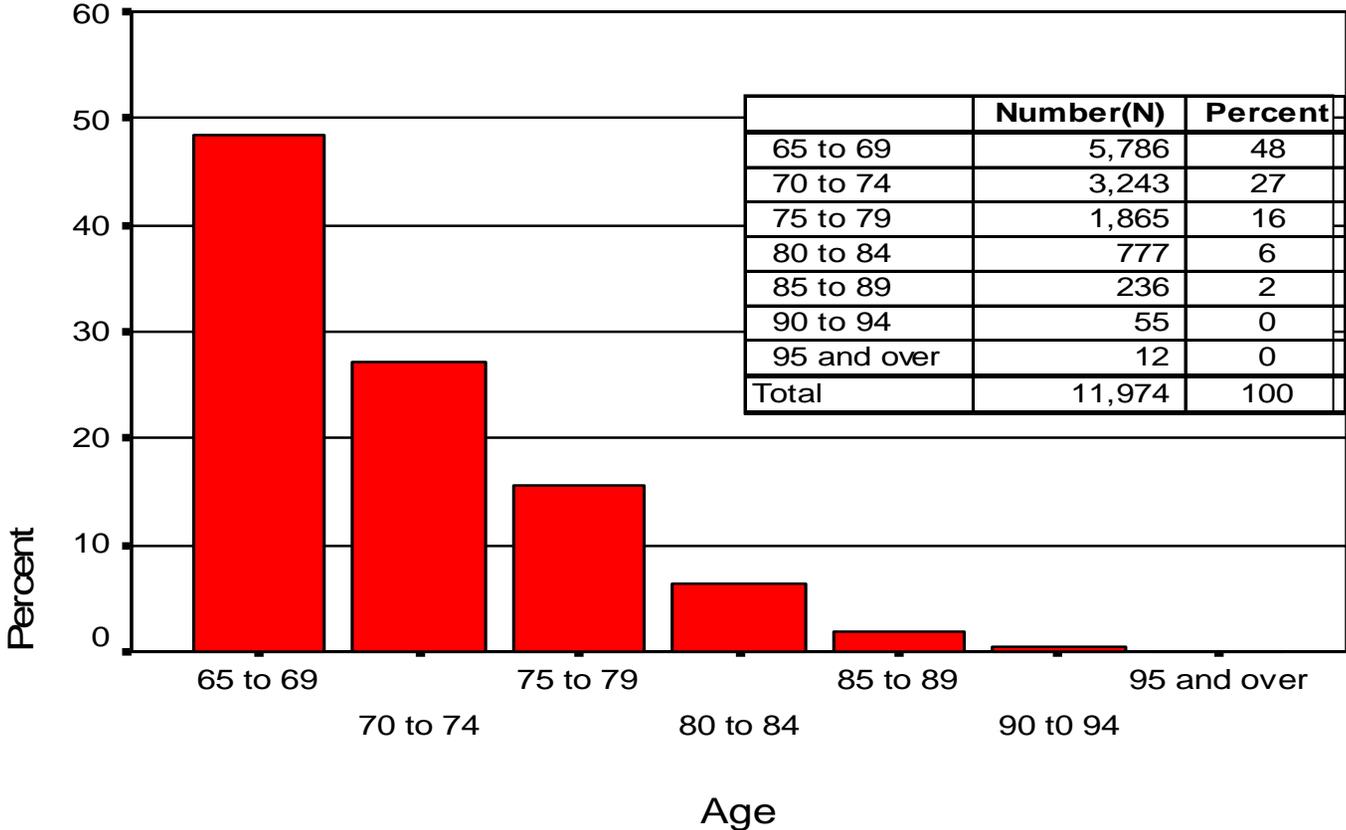
AGE DISTRIBUTION

Debt Relief Seekers Age Distribution



AGE DISTRIBUTION

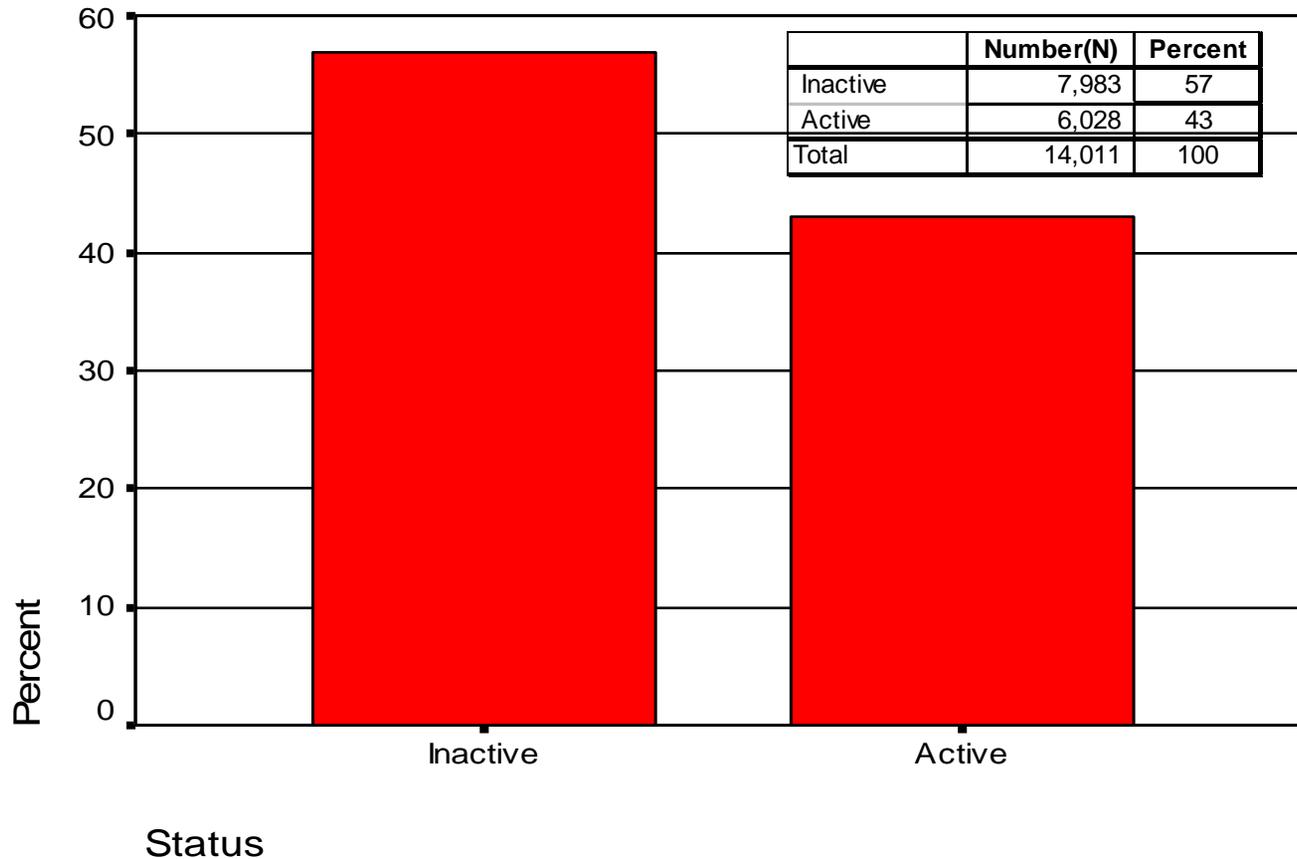
Debt Relief Seekers 65 and Over



PROGRAM STATUS

SIXTY-FIVE AND OVER

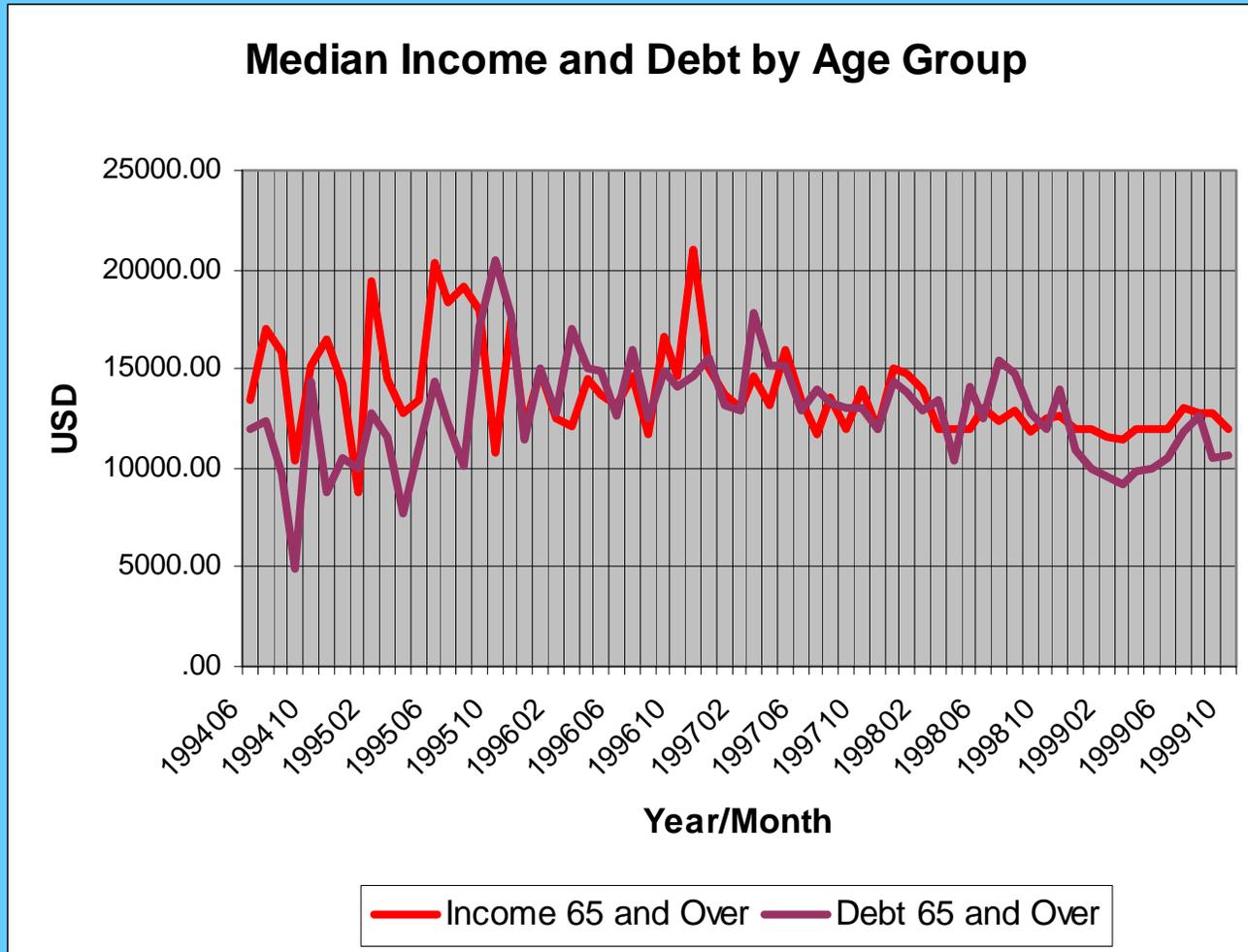
Sixty-five and Over Active Status



PROGRAM STATUS

		Below 65	65 and Over	All
		%	%	%
Inactive	%	62	57	62
Active	%	38	43	38
		100	100	100

HOUSEHOLD INCOME AND UNSECURED DEBT



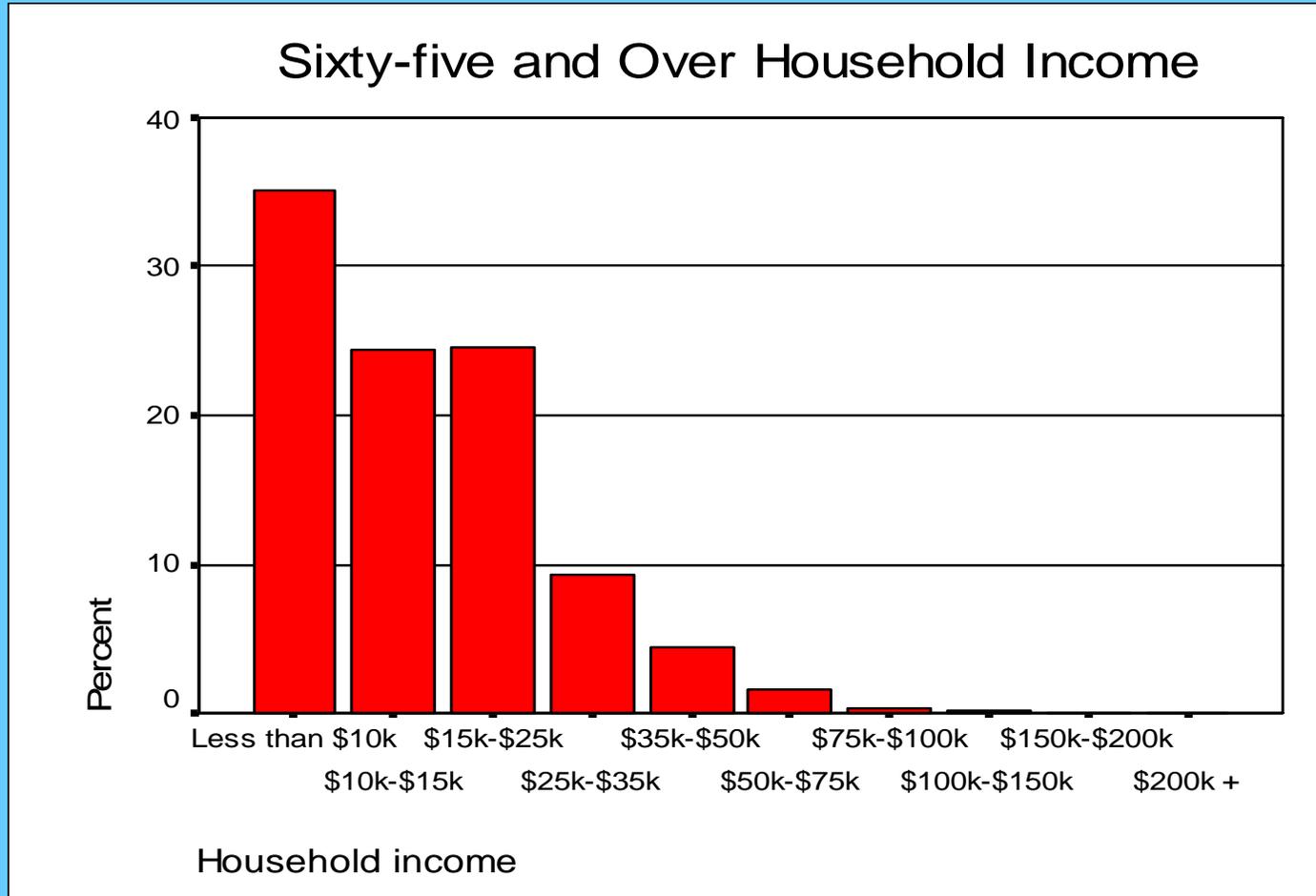
HOUSEHOLD INCOME

SIXTY-FIVE AND OVER

	Number(N)	Percent
< \$10k	4,921	35
\$10k-\$15k	3,413	24
\$15k-\$25k	3,452	25
\$25k-\$35k	1,310	9
\$35k-\$50k	611	4
\$50k-\$75k	226	2
\$75k-\$100k	50	0
\$100k-\$150k	21	0
\$150k-\$200k	6	0
\$200k +	1	0
Total	14,011	100

HOUSEHOLD INCOME

SIXTY-FIVE AND OVER

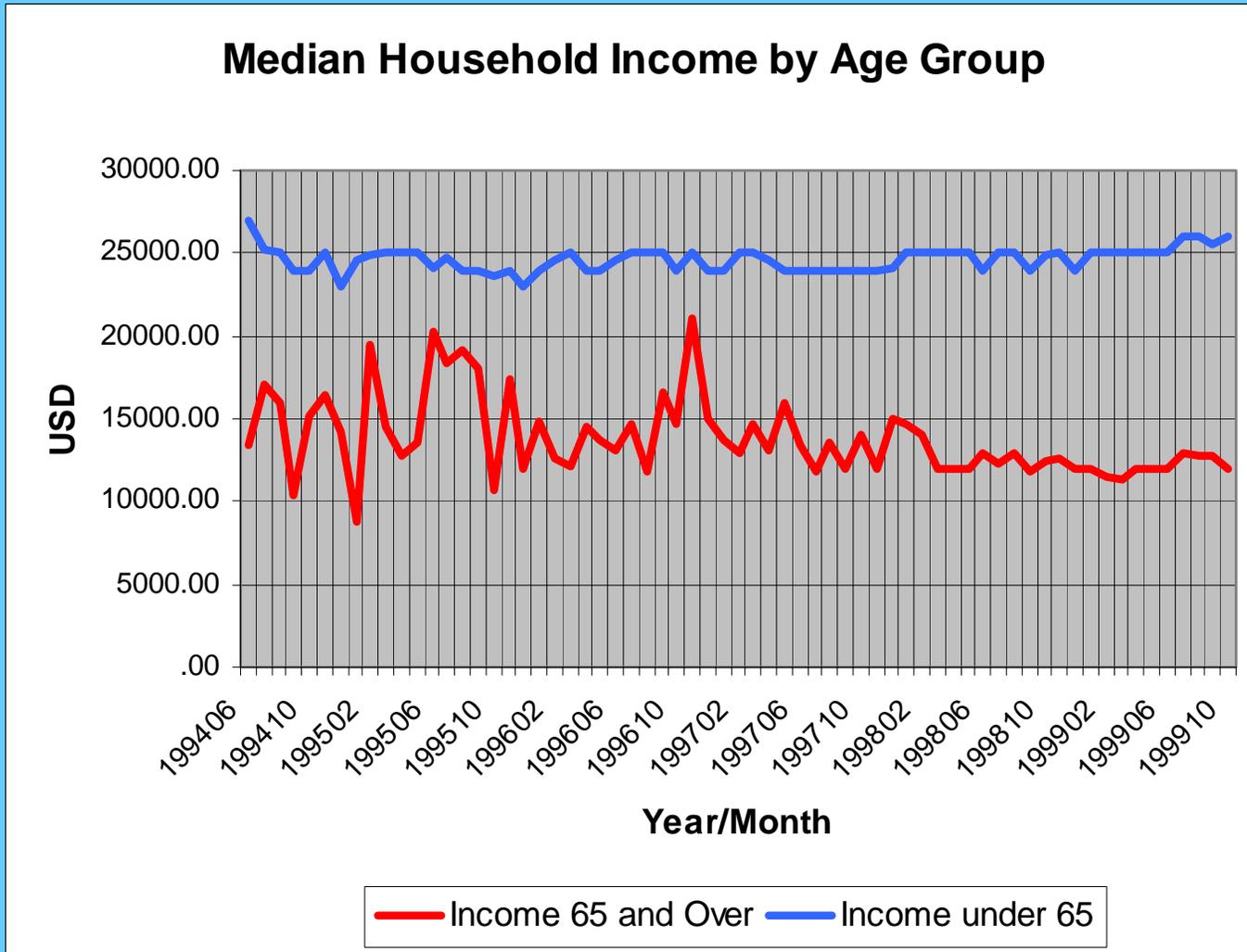


HOUSEHOLD INCOME

		Below 65	65 and Over	All
		%	%	%
Less than \$10k	%	8	35	9
\$10k-\$15k	%	12	24	12
\$15k-\$25k	%	29	25	29
\$25k-\$35k	%	23	9	22
\$35k-\$50k	%	17	4	17
\$50k-\$75k	%	9	2	9
\$75k-\$100k	%	2	0	2
\$100k-\$150k	%	1	0	1
\$150k-\$200k	%	0	0	0
\$200k +	%	0	0	0
		100	100	100

59% of DRS over 65 have income below \$15k compared with only **20%** of DRS under 65 having income below \$15k

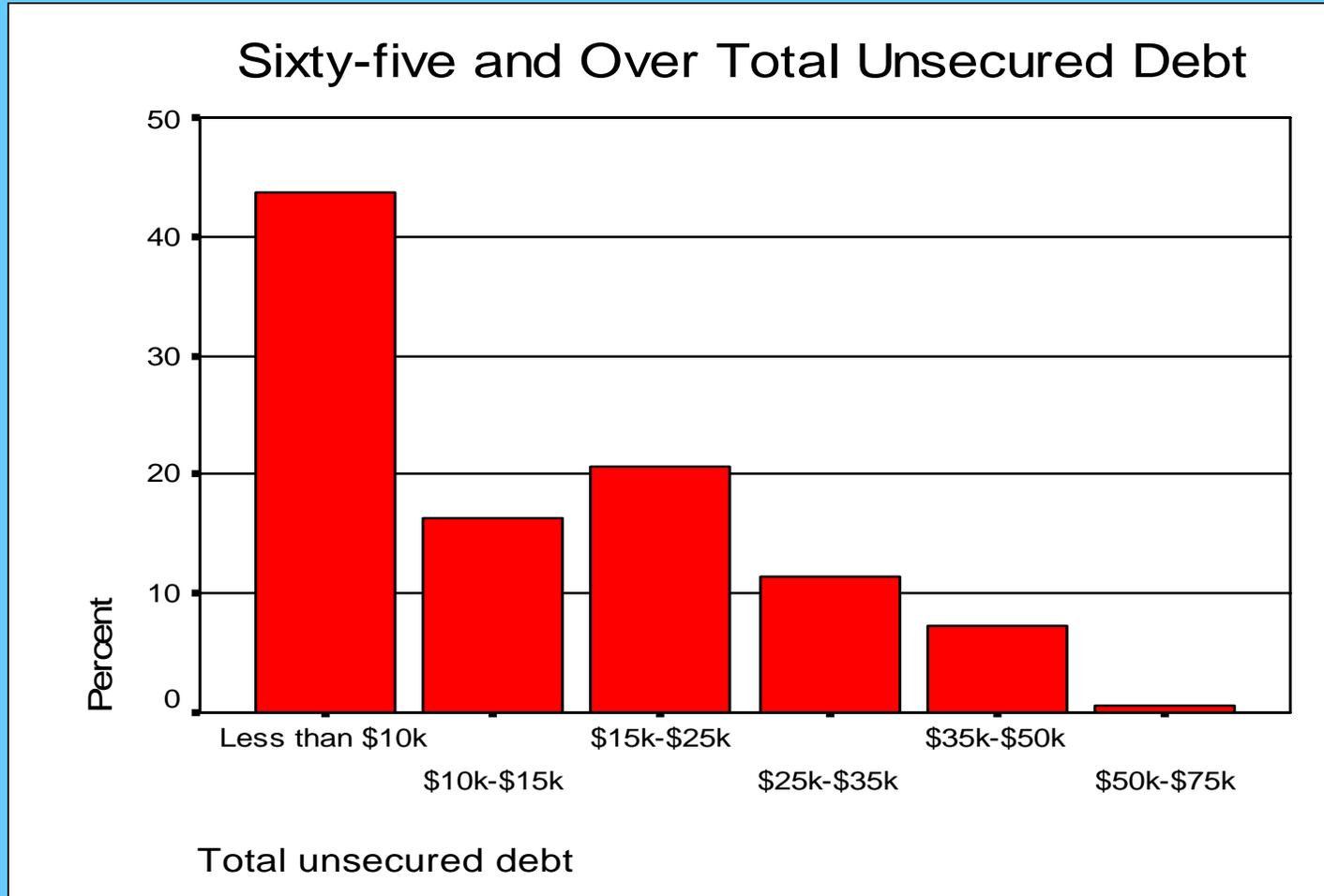
HOUSEHOLD INCOME



TOTAL UNSECURED DEBT
SIXTY-FIVE AND OVER

	Number(N)	Percent
< \$10k	6,129	44
\$10k-\$15k	2,291	16
\$15k-\$25k	2,885	21
\$25k-\$35k	1,605	11
\$35k-\$50k	1,024	7
\$50k-\$75k	74	1
\$75k-\$100k		
\$100k-\$150k		
\$150k-\$200k		
\$200k +		
Total	14,008	100

TOTAL UNSECURED DEBT SIXTY-FIVE AND OVER

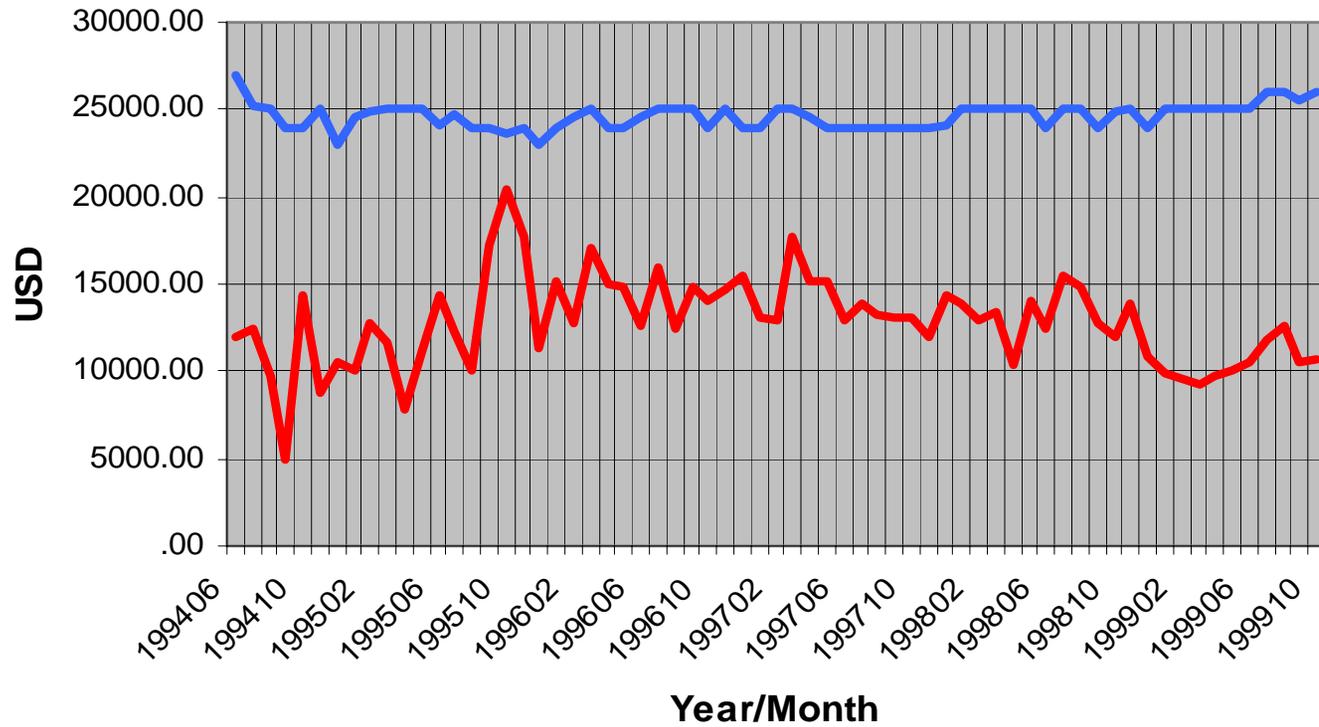


TOTAL UNSECURED DEBT

		Below 65	65 and Over	All
		%	%	%
Less than \$10k	%	51	44	51
\$10k-\$15k	%	18	16	18
\$15k-\$25k	%	19	21	19
\$25k-\$35k	%	8	11	8
\$35k-\$50k	%	4	7	4
\$50k-\$75k	%	0	1	0
\$75k-\$100k	%	0		0
\$100k-\$150k	%	0		0
\$150k-\$200k	%	0		0
\$200k +	%	0		0
		100	100	100

TOTAL UNSECURED DEBT

Median Unsecured Debt by Age Group



— Debt 65 and Over — Debt under 65

DEBT LOAD (DEBT/INCOME)

SIXTY-FIVE AND OVER

$$\text{Debt load} = (\text{totdebt}/(\text{yrstopay}*\text{income}))$$

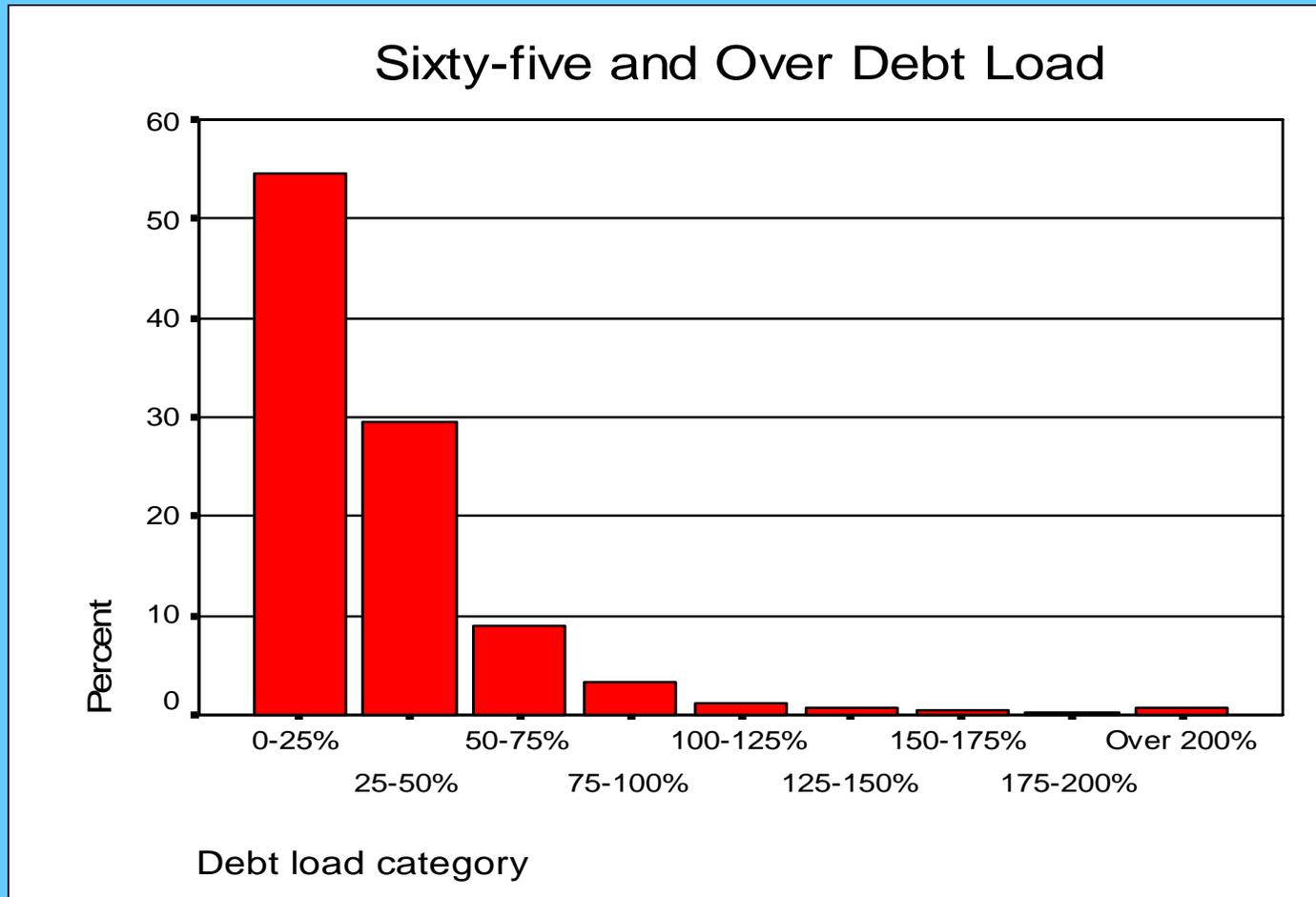
DEBT LOAD (DEBT/INCOME)

SIXTY-FIVE AND OVER

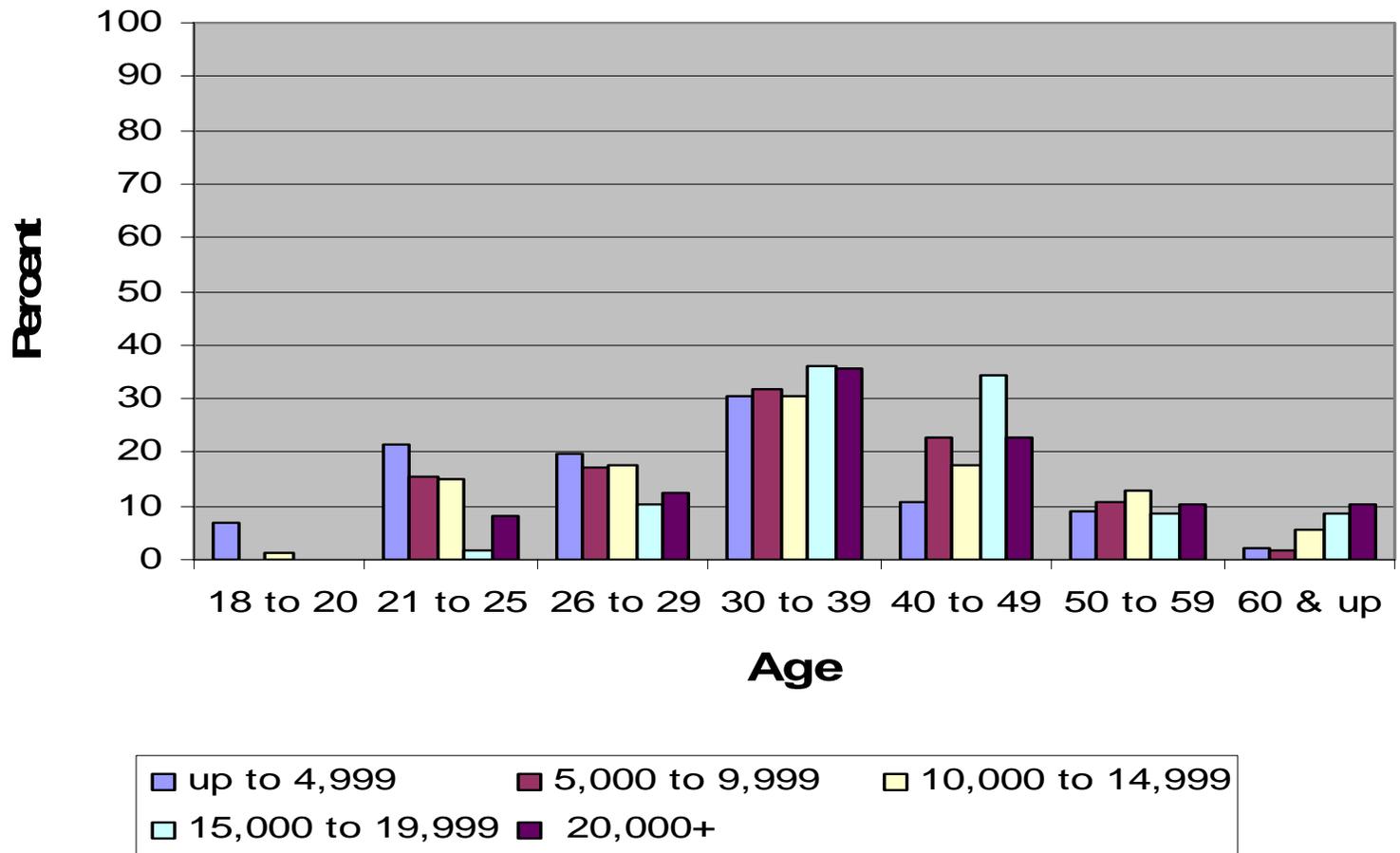
	Number(N)	Percent
0-25%	7,363	55
25-50%	3,971	29
50-75%	1,215	9
75-100%	454	3
100-125%	168	1
125-150%	98	1
150-175%	64	0
175-200%	43	0
Over 200%	110	1
Total	13,486	100

DEBT LOAD (DEBT/INCOME)

SIXTY-FIVE AND OVER



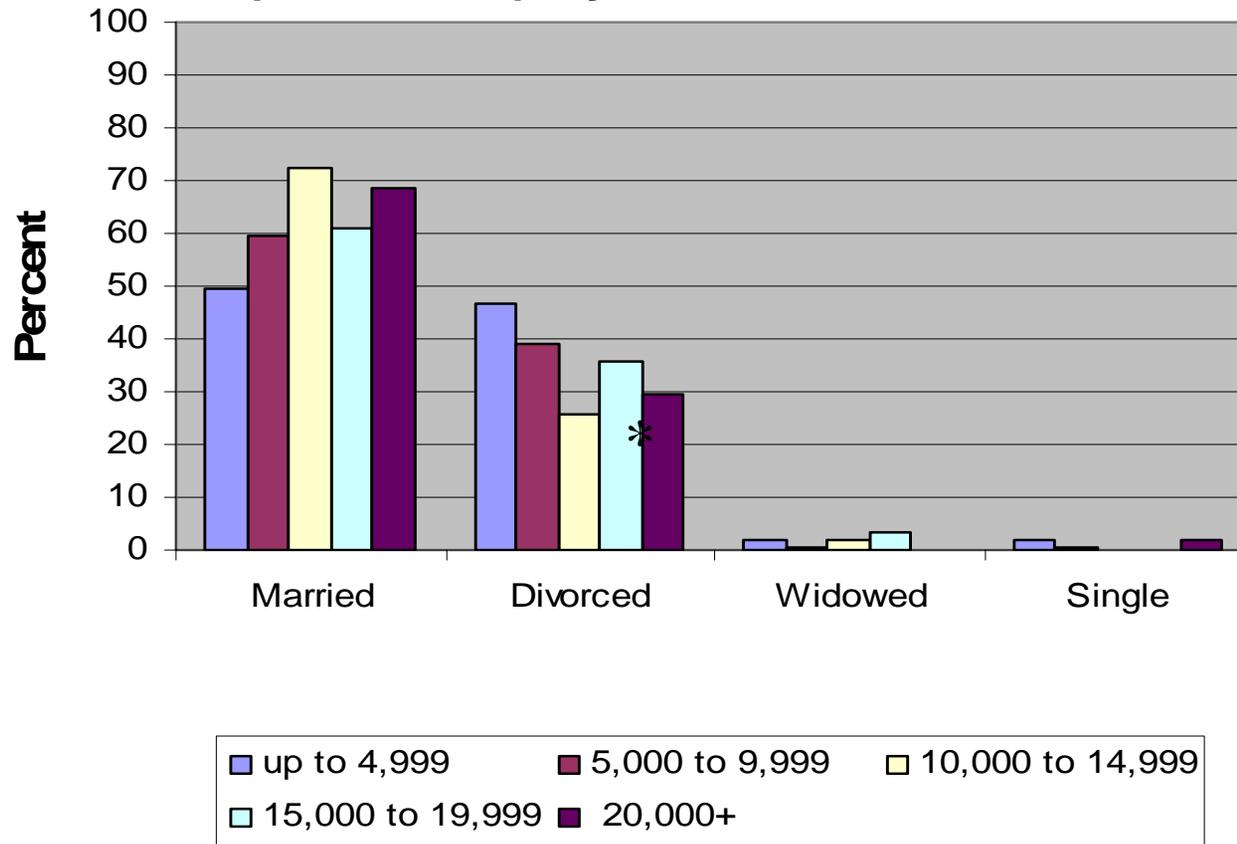
* Debt Relief Seekers' Debt Load (in dollars) by Age



Profiles of debt relief seekers. InCharge Institute, April 2002

* POST 1999 DMP PORTFOLIO, ALL AGES

*** Debt Relief Seekers' Debt Load
(in dollars) by Marital Status**



Profiles of debt relief seekers. InCharge Institute, April 2002

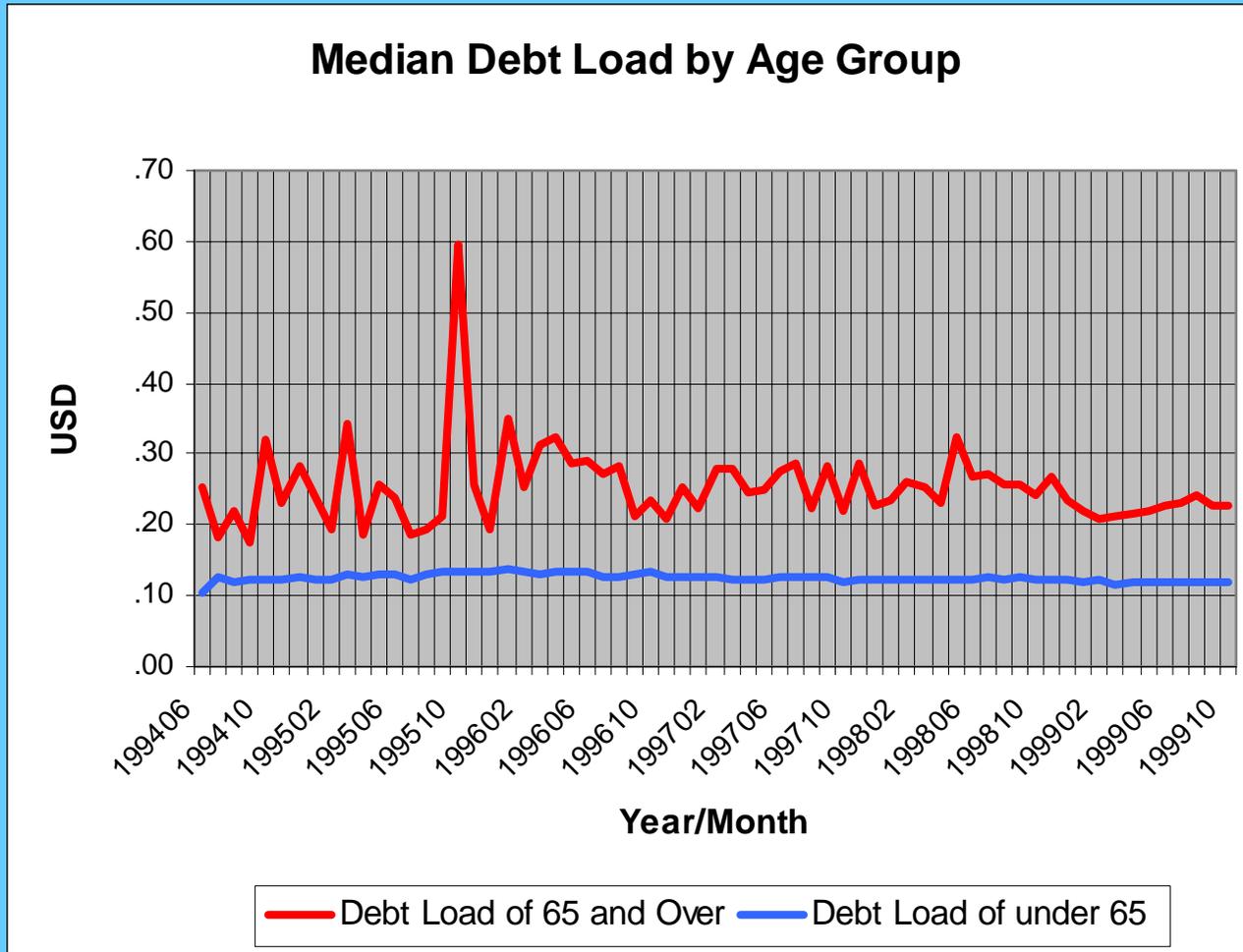
* POST 1999 DMP PORTFOLIO, ALL AGES

DEBT LOAD (DEBT/INCOME)

		Below 65	65 and Over	All
		%	%	%
0-25%	%	85	55	84
25-50%	%	12	29	12
50-75%	%	2	9	2
75-100%	%	1	3	1
100-125%	%	0	1	0
125-150%	%	0	1	0
150-175%	%	0	0	0
175-200%	%	0	0	0
Over 200%	%	0	1	0
		100	100	100

43% of DRS over 65 have debt loads greater than 25% of income compared with only **15 %** of DRS below 65

DEBT LOAD (DEBT/INCOME)



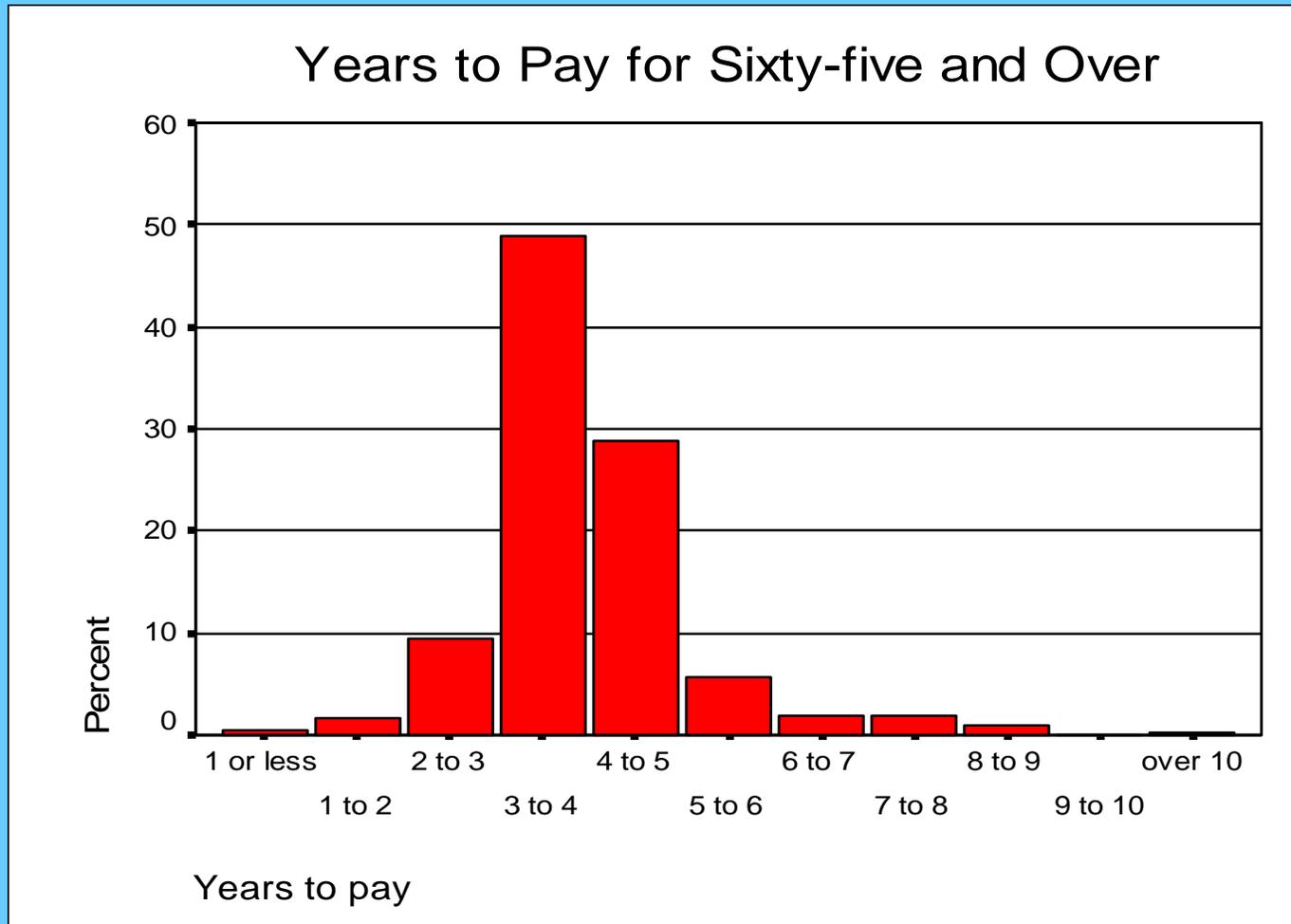
YEARS TO PAY

$$\text{Years to pay} = \frac{\text{totdebt}}{\text{annual payment}}$$

YEARS TO PAY
SIXTY-FIVE AND OVER

	Number(N)	Percent
1 or less	54	0
1 to 2	247	2
2 to 3	1,314	9
3 to 4	6,850	49
4 to 5	4,041	29
5 to 6	801	6
6 to 7	271	2
7 to 8	253	2
8 to 9	145	1
9 to 10	4	0
over 10	20	0
Total	14,000	100

YEARS TO PAY SIXTY-FIVE AND OVER



YEARS TO PAY

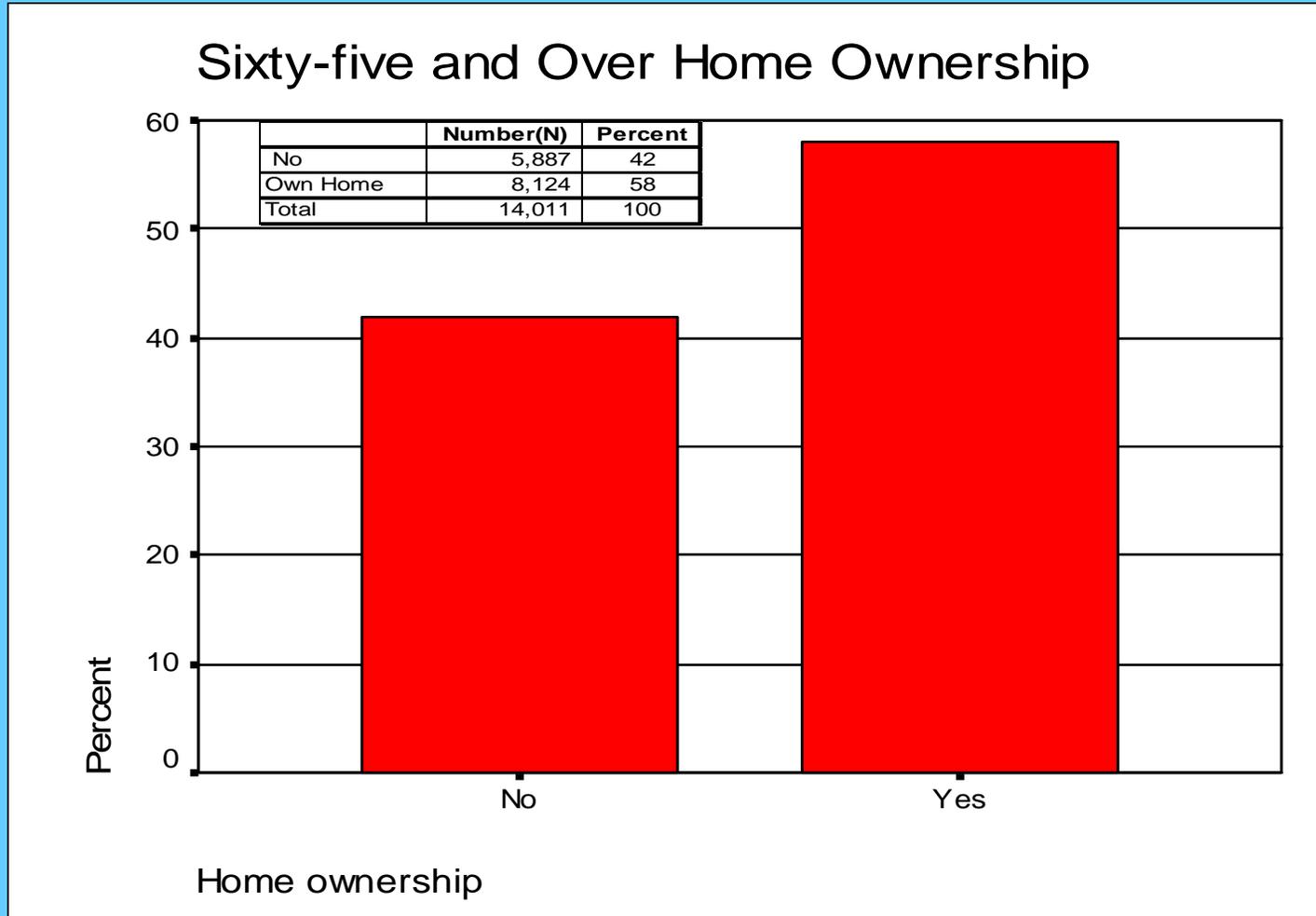
SIXTY-FIVE AND OVER

		Below 65	65 and Over	All
		%	%	%
1 or less	%	1	0	1
1 to 2	%	7	2	6
2 to 3	%	25	9	25
3 to 4	%	48	49	48
4 to 5	%	16	29	16
5 to 6	%	3	6	3
6 to 7	%	1	2	1
7 to 8	%	0	2	0
8 to 9	%	0	1	0
9 to 10	%	0	0	0
over 10	%	0	0	0
	%	100	100	100

88% of DRS over 65 had 3 or more years to pay compared with only **67 %** of DRS below 65 having 3 or more years to pay

HOME OWNERSHIP

SIXTY-FIVE AND OVER



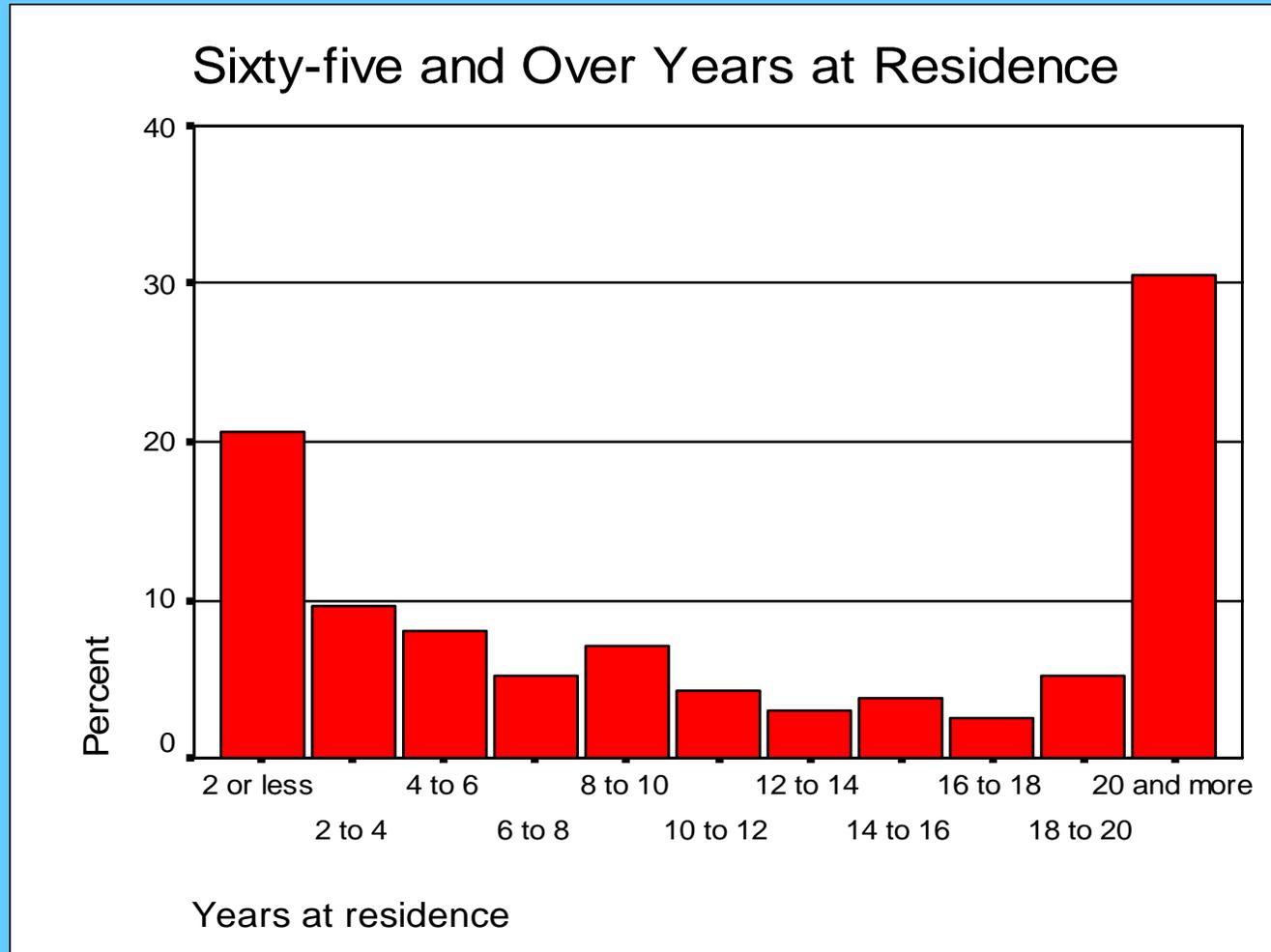
HOME OWNERSHIP

		Below 65	65 and Over	All
		%	%	%
Do not own home	%	59	42	58
Own Home	%	41	58	42
		100	100	100

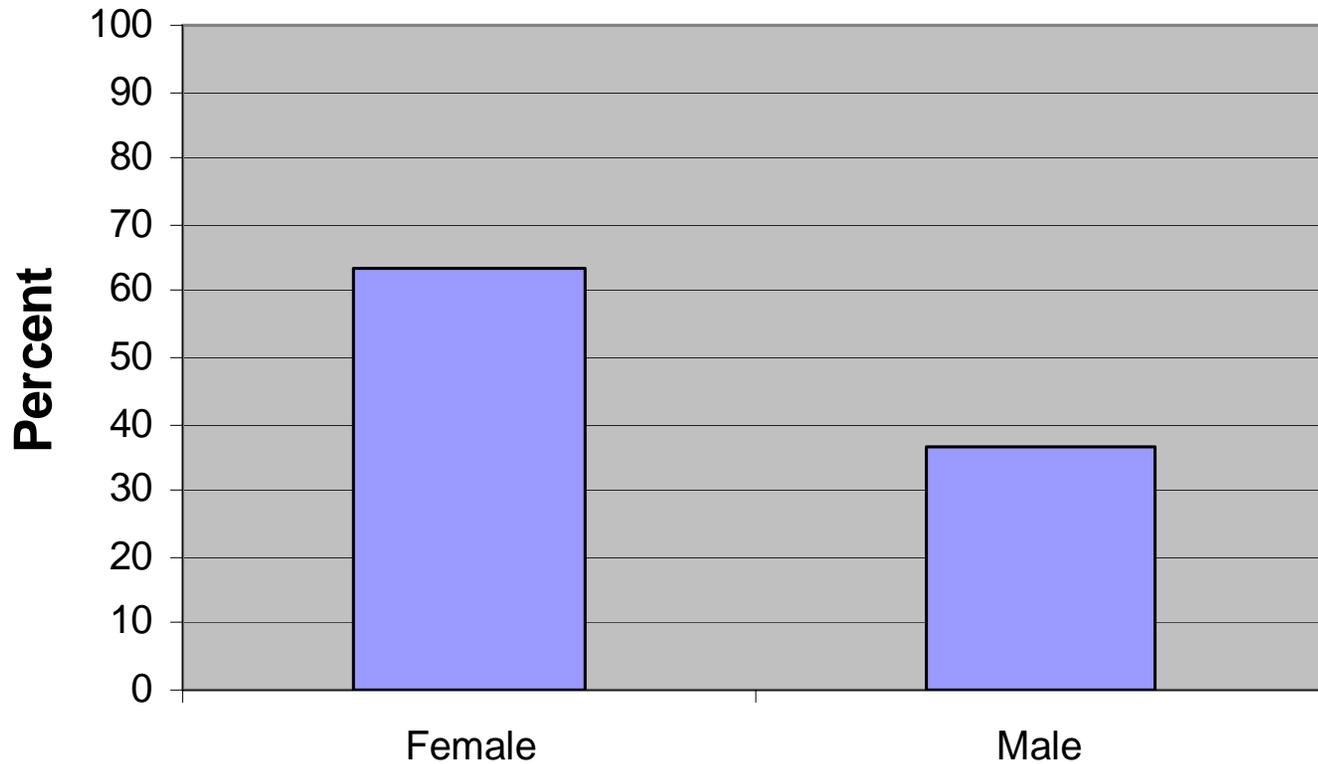
YEARS AT RESIDENCE
SITY-FIVE AND OVER

	Number(N)	Percent
2 or less	2,894	21
2 to 4	1,338	10
4 to 6	1,125	8
6 to 8	733	5
8 to 10	986	7
10 to 12	606	4
12 to 14	423	3
14 to 16	540	4
16 to 18	353	3
18 to 20	738	5
20 and more	4,275	31
Total	14,011	100

YEARS AT RESIDENCE SIXTY-FIVE AND OVER



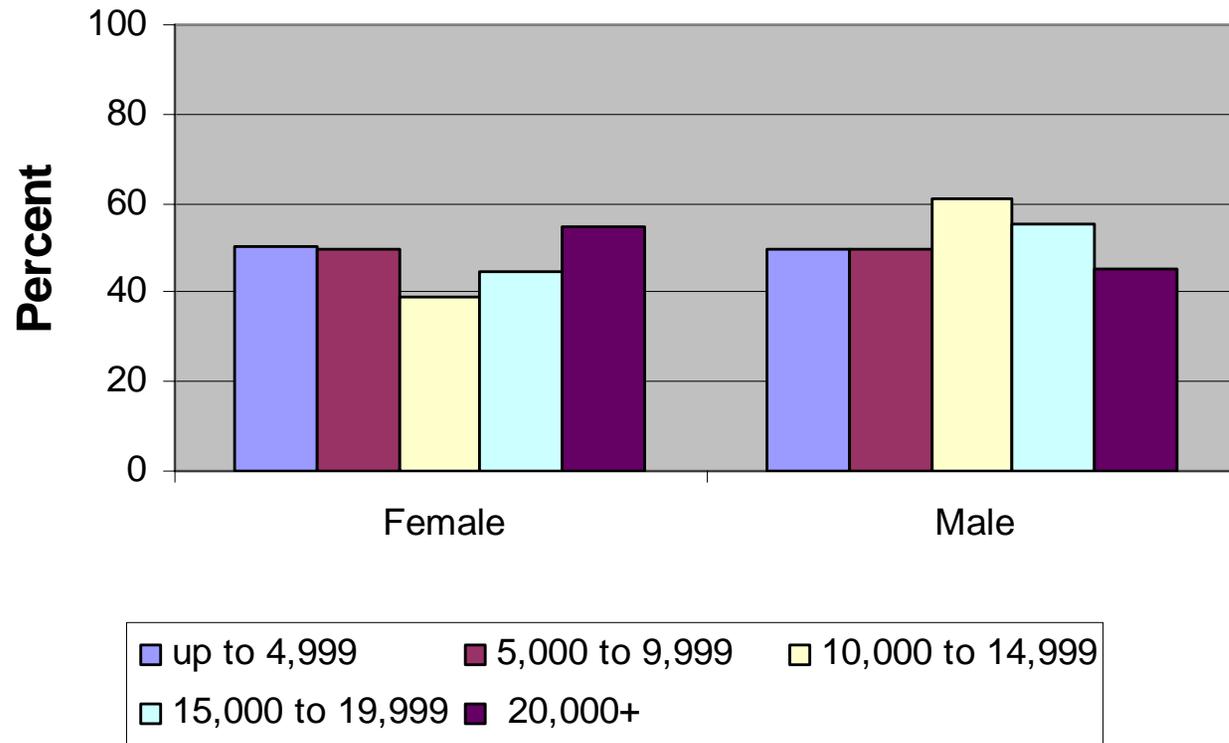
* Debt Relief Seekers by Gender



Profiles of debt relief seekers. InCharge Institute, April 2002

* POST 1999 DMP PORTFOLIO, ALL AGES

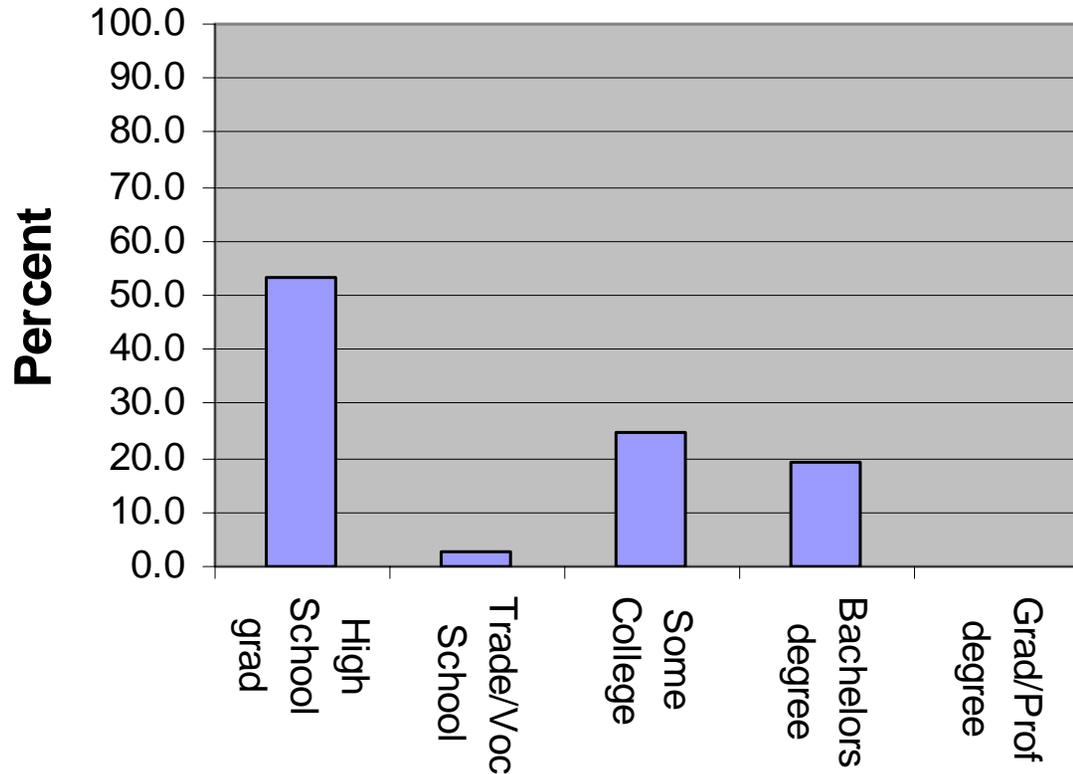
* Debt Relief Seekers' Debt Load by Gender (in dollars)



Profiles of debt relief seekers. InCharge Institute, April 2002

* POST 1999 DMP PORTFOLIO, ALL AGES

* Debt Relief Seekers' Education Level



Profiles of debt relief seekers. InCharge Institute, April 2002

* POST 1999 DMP PORTFOLIO, ALL AGES

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Debt Relief Seekers' Marital Status

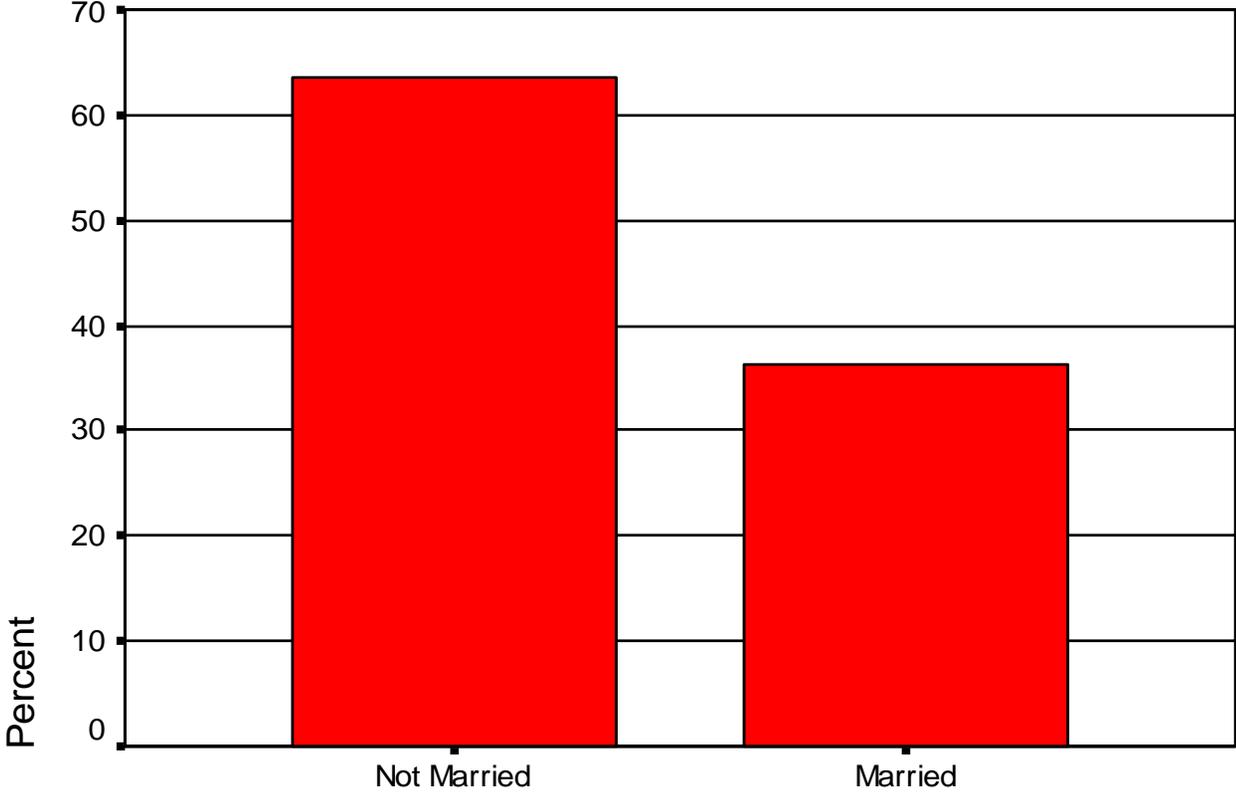
		Percent	Cumulative
<i>Married</i>		48.1	48.1
<i>Divorced</i>		13.5	61.6
<i>Widowed</i>		2.7	64.3
<i>Single</i>		35.7	100.0
<i>Total</i>		100.0	100.0

Profiles of debt relief seekers. InCharge Institute, April 2002

* POST 1999 DMP PORTFOLIO, ALL AGES

MARITAL STATUS

Sixty-five and Over Marital Status



Married or not