



International Black Belt Academy Success Story

**“AAC’s pricing can’t be beat.
I refer clients to AAC because they provide great service
at an economical price for Martial Arts studios.”**

AAC Client Since: 1995 | 2 Martial Arts locations | Based in Greeley, Colorado



Professor Robert Austin, owner and founder of International Black Belt Academy (IBBA), began his Martial Arts business over 30 years ago, using an empty classroom and Parks and Recreation facility. During that time, he learned he had to deal with students who didn’t pay and students who couldn’t pay (many students were on scholarships).

As he went from part-time Martial Arts teacher to being a full-time Martial Arts school owner, Professor Austin was quickly reminded that it was his love for Martial Arts and teaching that drove him to open his schools, not the desire to be a bill collector. As the schools grew, he realized that time spent handling payments and collecting on overdue accounts kept him from what he loves most: teaching.

To help meet his goal to run his schools debt-free, overhead payment processing expenses needed to be kept at a minimum. Late payments, chargebacks, disputes and overdue accounts needed to be handled in a manner to retain students, while ensuring the greatest retention of revenue. And above all that, it was important to Professor Austin to find a company that provided excellent service—a company he could trust to handle his students and payment issues in a professional manner.

With AAC, he found a dedicated call center of well-trained staff that cared about his students and their needs. He says, “AAC’s dedicated call center staff care about my students. They are professional and efficient and enforce my school rules consistently.”

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After 20 years with AAC, Professor Austin still appreciates the long-standing, consistent service. He states, “AAC’s pricing can’t be beat. They provide great service at an economical price for Martial Arts Studios.”



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