



Receivables: In Today's Economy You Must Collect Your Money!

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Short Description of the Presentation:

If blood doesn't flow through your body, your body dies. Guess what, the same is true of your company. When cash flow dries up...your company dies, it's that simple. Receivables are always critical to a business but in today's economy it can be the difference in staying in business or not. Now is the time to get receivables under control.

Key Points:

Recognizing collections is a problem is one thing, knowing what to do about it is yet another. This month Chuck is going to share lots of very practical information on how to control your company's receivables. This presentation will cover the following areas:

- Why collections sneak up on the normal owner/manager
- Proper collection begins with a written "Collections Policy" - What needs to be included?
- How to deal with customers that are NOT paying
- Lots of reasons why most companies don't push collections (Excuses we have all used)
- Steps to take control of your customer's non-payment
- Monthly early warnings signs and what to do about them
- Tips for collections when using the phone
- Now to motivate the customer to pay.....you first!