



Effective Collection Techniques: How To Get Your Money While Keeping Happy Customers

by
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Short Description of the Presentation:

The work may have been priced right, and performed efficiently, but if you don't collect the money it's as if you never did the job! Learn how to set up an efficient collections policy while picking up dozens of tips on how to collect your money.....while keeping happy customers.

The Collections Objective

Creating an Effective Internal Collections Policy

Checklists to Be Sure You Get Paid

- Before the job begins
- When the job is being done
- When the job is complete

The Importance of Attitude When It Comes to Collections

Nine (9) Collection Tips That Will Get You Paid in a Timely Manner

Use of Small Claims Court

Selecting the "Right" Collections Agency

Setting Specific Collection Goals

