



Credit Management and Fraud Prevention Seminar

AGENDA

MORNING SESSION

Types of Credit:

- Main types of Credit extended

Effective use of Credit:

- To increase sales
- Credit Limits

Credit Management and Customer Service:

- Get new Customers, keep old customers

WIRE and Credit Management:

- Managing Credit Risk
- Credit Problems and warning signs

AFTERNOON SESSION

Types of Fraud:

- Common Worldwide Fraud
- Popular Caribbean Fraud

How Fraud Works:

- The Need, Opportunity and Rationalization

Fraudster Identification:

- Perpetrator Profile
- Common tell-tale signs

Fraud Prevention:

- Technology
- Collaboration
- Reporting

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