



EFFECTIVE CREDIT MANAGEMENT & DEBT RECOVERY SEMINAR

November 08th, 2016

Ocean Terrace Inn, St. Kitts

9:00am – 4:00pm

Presenter: Mr. Grady Clarke

Join us to begin your road to recovery, identify risky customers, reduce bad debt and get paid faster!



AGENDA TOPICS

IMPORTANCE OF DATA SUBMISSIONS: Identify over extended borrowers. Improve your institution's ability to manage credit risk.

IMPLEMENTATION OF AN EFFECTIVE COLLECTION STRATEGY: How to develop a winning collection strategy. What accounts to work and when.

BAILIFFS: Effective use and management of bailiffs.

PROMPT REPORTING: Comprehensive on-line reporting that takes little time and impresses clients

Bonus Topics:

OECS CREDIT REPORTING BILL REVIEW
OECS CODE OF CONDUCT
OECS CREDIT BUREAU LAUNCH

AGENDA TOPICS

HOW TO USE CREDIT BUREAU INFORMATION: Using the Internet to access credit bureau information to reduce the credit risk

EFFECTIVE ANALYSES: Using ratio's and comparative analyses. Credit Scoring – Credit References and Reports.

CUSTOMER SERVICE ISSUES: How to handle customer service issues to prevent them from ending up as bad debt

SPOTTING THE EARLY WARNING SIGNS: What signs to look for to receive early warning of potential debt recovery problems?

HOW TO GET PAID IN FULL: How to get the debtor to pay the account in full.

Refreshments, lunch and all seminar materials are included
Please confirm your attendance early as space is limited

Cancellation Policy
There will be a 30% cancellation fee and no refunds will be considered after November 04th 2016.

ADMISSION \$275USD

SPECIAL RATES

Early Bird (per person) USD \$250.

Early Bird (group rate)- USD \$230 Per person

This offer ends October 21st, 2016