

EFFECTIVE CREDIT MANAGEMENT & DEBT RECOVERY SEMINAR

Savannah Beach Hotel

February 2nd 2017

9:00 AM – 4:00 PM

Admission: USD300.



EFFECTIVE USE OF CREDIT: Using credit to increase sales and market share.

THE CREDIT INTERVIEW: obtaining the information required for an effective analyses and verifying accuracy of information.

USAGE OF CREDIT BUREAU INFORMATION & NEW DATABASE:
Access to the credit bureau information will help to reduce credit risk.

CODE OF CONDUCT: Operating in a non-regulated environment .

PAPERWORK: Consumer and Commercial Credit Applications. Invoicing. Purchase Orders. Monthly Statements.

RISK MANAGEMENT: Credit Policy. How to increase the probability of being paid faster.

IMPORTANCE OF DATA SUBMISSIONS: Identify over extended borrowers.

EFFECTIVE ANALYSES: Using ratios and comparative analyses, Credit Scoring- Credit References and Reports.

BAILIFFS: Effective use and management of bailiffs.

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

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

BONUS TOPIC: Financial Planning

SPECIAL RATES

Early Bird (per person) USD285

Group Rate (3 or more)USD285 per person

Subscribers Only - 10% Off

Credit Unions & Identified Associations - USD285.

Cancellation Policy

Registration fees will be refunded if a request is received no later than January 17, 2017 A 50% cancellation fee will be withheld. There will be no refunds after the deadline January 17, 2017.

Registration can be done online at www.ccbl.info.tt