

# EFFECTIVE CREDIT MANAGEMENT & DEBT RECOVERY SEMINAR



**Savannah  
Beach Hotel**

9:00 AM - 4:00 PM

**Thursday  
26 October  
2017**

**COST:\$705 BBD**

Early Bird (per person) BBD \$675

Group Rate(3 or more) \$675 per person

Subscribers Only 10% off

Credit Unions & Identified Associations \$675

**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

## **Cancellation Policy**

Registration fees will be refunded if a request is received no later than October 12, 2017. A 50% cancellation fee will be withheld. There will be no refunds after the deadline October 12, 2017.

**Registration can be done online at [www.ccbl.info.tt](http://www.ccbl.info.tt)**

For more information contact (246) 622 1411 or email [seminars@ccbl.info](mailto:seminars@ccbl.info) or visit Caribbean Credit Bureau Ltd C'bean Credit Bureau