

EFFECTIVE CREDIT MANAGEMENT & DEBT RECOVERY SEMINAR

Savannah Beach Hotel

March 22nd, 2018

9:00 AM – 4:00 PM

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: FINANCIAL PLANNING

Seminar Cost: \$600.00

SPECIAL RATES

Early Bird (per person) \$570.00

Group Rate (3 or more) \$570.00 per person

Subscribers and Identified Associations 10%Off

Registration

Online – www.ccbl.info.tt

Email – seminars@ccbl.info

Tel – (246) 622-1411



Cancellation Policy

Registration fees will be refunded if a request is received no later than March 1, 2018. A 50% cancellation fee will be withheld. There will be no refunds after the deadline March 1, 2018. Early bird ends February 14, 2018