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A guide to effective communication in financial Customer Relationship Management

Andriy Sichka Marcel Wiedenbrugge - Cliff Wynn

Happy Customers Faster Cash Chapters

SA Adler

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Happy Customers Faster Cash USA Chapters Michael Dennis, Marcel Wiedenbrugge, Cliff Wynn, 2015-11-29 The process of doing business well is in essence a matter of meeting expectations and of good communication with your customers Getting paid on time strongly relates to levels of customer satisfaction hence customer relationship management If you already own the full version of Happy Customers Faster Cash but you are interested in how credit management or financial customer relationship management works in the United States then this book is for you In three chapters you will learn the ins and outs of B2B credit risk management in the United States As a bonus you will receive a chapter listing 12 commonly used excuses for late payment and how to deal with them more effectively. These chapters are written by seasoned credit professionals who have had their business boots on the ground for many years This book is part of an international series Currently the following country editions are available Belgium Eastern Europe India Ireland and the United States Quotes from the full version The authors have put together an excellent resource for the modern credit it is an excellent learning manual for their team and serves as a refresher to the seasoned professional The book covers areas in great detail where it helps the novice with fundamental skills that allows them to grow in their profession Lou Figueroa CCC President Credit Decisions International USA This book serves as an excellent resource for enterprises newly or potentially interested in growing with sustainable margin and profit For associates and professionals expanding or changing careers Happy Customers Faster Cash offers an outside of the box treatment of the key areas of importance to the success of any credit and collection organization regardless of enterprise size In a concise manner the reader is introduced to credit analysis techniques invoice conversion process and practices the fundamentals of process flow analysis customer portfolio management and as well various negotiation and problem resolution solutions all invaluable to the team spirit required for the highest level of enterprise success Challenges addressed are real world oriented and deliver recommendations that contribute to the profitable expansion strategies of any enterprise It is both readable and digestible for any person interested in any of the topics discussed Fine work Patrick O Connelly Phd Founder and CEO Tao Institute for Credit and Risk Happy Customers Faster Cash Eastern Europe Chapters Andriy Sichka, Marcel Management Clearwater Florida Wiedenbrugge, Cliff Wynn, 2015-11-04 Do you struggle with customers who pay late Are you afraid to lose customers because you want what is rightfully yours Are you tired of calling customers again and again hearing the same promises Then this book is for you Happy Customers Faster Cash is for business people either fresh or seasoned with or without a background in finance who want to dramatically shorten the time required to convert accounts receivable into cash as well as their on the job learning curve Read and learn all about getting paid on time and keeping good customer relationships from people who have already been there Many practical tips and examples Learn to better manage and control your own cash flow Deal with excuses in a customer friendly and effective way Take the lead and get paid on time This edition is part of the full version of

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Make More Money, Find More Clients, Close Deals Faster Claude Boiron, 2013-03-20 Everything you need to know to succeed in the real estate business as an agent broker or seller Make More Money Find More Clients Close Deals Faster illustrates why and how real estate agents need to change the way they do business to better serve their clients spend resources more wisely and make more money The real estate industry is notorious for eating up a real estate agent s time energy and money but many of the inefficiencies are of their own making As a result the client suffers from poor and uninformed service This book provides a new business model for agents that shows how to sell more property in less time and develop client relationships that will continue over time as well as a model for the broker who can increase the brokerage s revenues through the use of professional development strategies from the book Shows brokers how to provide better customer service improve profits and return on investment and take full advantage of social networking to advertise

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