HOW TO

CUSTILL HEEP YOU!

DAVID SHER AND MARTIN SHER

How To Collect Debts And Still Keep Your Customers

Christine Victoria

How To Collect Debts And Still Keep Your Customers:

Debt Collections: Stir-Fried or Deep-Fried? Steven F. Coyle, 2006-12-01 A book for business people who want to reduce bad debts while maintaining customers goodwill The book shows how you can put in place processes and systems to better manage your accounts receivables and reduce bad debts The author believes that debtors won t pay because you want them to pay they pay because they want to pay and it s the debt collector s job to advise them why they need to pay The book tackles poor paymasters how to lead a collection team and new technologies for managing receivables. The book s sections are geared for both managerial and non managerial staff such as collectors. The techniques and models used are easy and practical to collect you more money The author is an American living in Malaysia since 1995 He was a collection manager at Maxis Mobile and other companies in the U S He shares his experience and tips in order for you to collect more money reduce bad debts and keep more customers His website www servicewinners com <u>Ultimate Small Business Marketing</u> Guide James Stephenson, 2007-01-01 The second edition of this comprehensive guide introduces new marketing advertising sales and public relations techniques to the 1 500 proven ideas from the first edition It adds dozens of new high tech strategies required to stay one step ahead in today s highly competitive global marketplace Off and online resources have been updated and new ones including blogs and new websites have been added **Professional Debt Collection Skills** GERARD ASSEY, 2021-06-21 Credit Management is the heart of an organizations very survival Many studies carried out on the growing sickness in industries and businesses reveal that BAD DEBT is the ONE major cause for bankruptcy In a successful and vibrant economy selling on credit has a number of advantages especially when it generates a larger volume of business as well as widens one s market share In fact selling on credit often Makes or Breaks a sale and at most times gives one that edge over competition Yet one cannot afford to take this area of credit control so lightly as too many companies everyday are mounting with debts that are increasingly doubtful of recovery. The most precarious risk therefore to a company s profit on the sale is by way of interest expense from delayed collection. In essence that is what credit management is all about and its objective can be said to have the highest possible debtors sales for the shortest possible time collection profit Before the customer buys your goods both are interested he in need of your goods and you in collecting the value of goods sold ie the money but once he gets the goods on credit he is no more interested in fulfilling his obligation of paying It's only you for your money A company can have the finest product a superb sales record and the most dedicated workforce but if it does not get paid for its goods sold and on time it will die An unpaid debt is an unsecured loan being financed by your company we can t even call it a loan because on a loan one earns interest We ll probably have to change the activity to charities It means that many companies are prevented from achieving their full potential because instead of using borrowed money to develop and grow their business they now have to borrow money just to fund their own sales ledgers in other words their customers When you no longer control your debtors the cost of financing your company s cash flow is at the mercy of

those very same debtors If a business wishes to survive and prosper in today s economic environment it must pay close attention to all the factors which affect and takes care of its cash flow Managing Credit and Collecting Money on time every time therefore are the 2 most important and vital factors which decide the fate of any business This book Professional Debt Collection Skills would essentially help you do just that by covering the necessities in credit and cash flow management right from how bad debt occurs with methods to prevent the same through the steps of an effective collection call both on phone and face to face with emphasis on the importance of documentation reports procedures for systematic follow up including series of email letters and general tips for chasing your money too by encouraging proactive methods From all of these objectives you will notice that the primary objective of your collection effort is to bring the account current and at the same time to keep the account as a customer Harassment by mail in person or on telephone is generally not advisable and successful in collecting money or in retaining the account But by applying the proven techniques and preventive measures covered in this book you can look forward to greater success in reducing your outstanding payments while yet retaining your customer together with the added benefit of staying professional while also enjoying a pleasant personal and rewarding experience At the end you would have learnt to manage credit using planned preventive measures the most vital part would have learnt to develop a complete systematic collection program gained confidence in collecting money and have acquired several new ideas for immediate use including taking back an Action Plan which can be put to immediate practice Make Your Business Survive and Thrive! Priscilla Y. Huff, 2007-04-10 If you re an entrepreneur or you re just thinking of starting a business start with this smart practical guide to small business success It shows you how to maintain healthy growth and profits no matter what kind of business you own and helps you get the most out of your limited resources Grow your business and get on the fast track to success HOW TO GET A COMPANY THROUGH A CRISIS Vladimir John, 2014-02-01 As the name suggests this is a very current topic It is intended for all entrepreneurs who either find themselves in crisis and are trying to mitigate it or those who seek to prevent it It offers a comprehensive overview of company crisis signals and The **Road Out of Debt + Website** J. N. Feeney, 2010-08-31 A practical guide to getting out of debt and understanding the option of personal bankruptcy The current credit and financial crises have prompted Joan Feeney a preeminent Massachusetts Bankruptcy Judge and Theodore Connolly a Finance and Bankruptcy Attorney to write a book that will help people handle their financial troubles The Road Out of Debt seeks to assist those considering bankruptcy by demystifying the bankruptcy process and explaining what you can expect to gain or lose from it With the insights of both a bankruptcy judge and a bankruptcy lawyer you ll be able to determine when it s best to avoid bankruptcy when you should seek bankruptcy protection and most importantly how best to work through the bankruptcy process if you so choose With millions of Americans personally facing dire financial situations job losses home foreclosures and other major financial challenges no book could be more timely An exceptional resource for anyone contemplating bankruptcy or otherwise trying to figure out

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