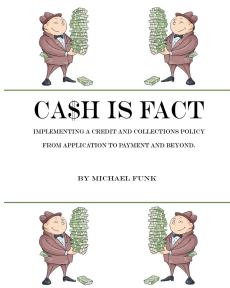


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CA H IS FACT IMPLEMENTING A CREDIT AND COLLECTIONS POLICY FROM APPLICATION TO PAYMENT AND BEYOND EBOOKS 2019



Author: Michael Funk

Release Date: Expected @@expectedReleaseDate@@

Cash is Fact lists various credit tools used to establish the creditworthiness of potential customers. Each tool is then broken down as the reader is taught how to interpret information provided in order to determine if a potential customer is creditworthy. The goal of a sound credit policy is to weed out companies who are bad credit risks while offering credit terms to companies who are good credit risks. Cash is Fact also demonstrates proven effective collection methods a creditor can use to ensure timely payment. The reader is taught the importance of establishing good relationships with their customers and how to work with their customer when payment problems arise. The goal of an effective collections policy is to ensure prompt payment. Effective methods of maximizing payment when a customer refuses to pay or simply cannot make payment are also explained to the reader. These tools and methods are summarized and written in a simple easy to follow format that will guide the reader in writing their own credit and collections policy. This policy will fit the culture of any company and help achieve company goals. There is no other book that details the application to payment process like Cash is Fact. This book is broken up into three parts: credit investigation (gain), collections (maintain) and writing the credit and collections policy.

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