

Debtor Workshops

Content Of Workshop

Terms of Trade

Engagement Letters

Types of Debtor

Payment Options

Credit Management

Telephone Scripts

Enforcement

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Get Smart has developed a "debtor workshop" designed specifically for professional service firms (Chartered accountants and lawyers).

Imagine, just for a moment, what your firm would be like with:

- No debtors over 30 days;
- Better still - no overdraft.

Rest assured, this learning session is definitely not a consultants "talkfest".

You are guaranteed to benefit from a practical "hands on" workshop that

focuses entirely on a key factor in your business – getting paid!!

Three key things your firm will take away are:

- Understanding the debtor relationship: Getting paid by some debtors is like a dance, so be sure you know all the correct steps.
- Learn what the best firms are doing: No need to re-invent the wheel - just follow the lead of the best.
- Tools, Tools, Tools: During the workshop your firm will establish (or re-establish) your Terms of trade and tools to ensure they are achieved.



Format: Your Office or offsite , 2.5hr workshop.

Investment: \$495 (excl GST) per workshop

The main benefit.....

More Profit & Fewer Debtors