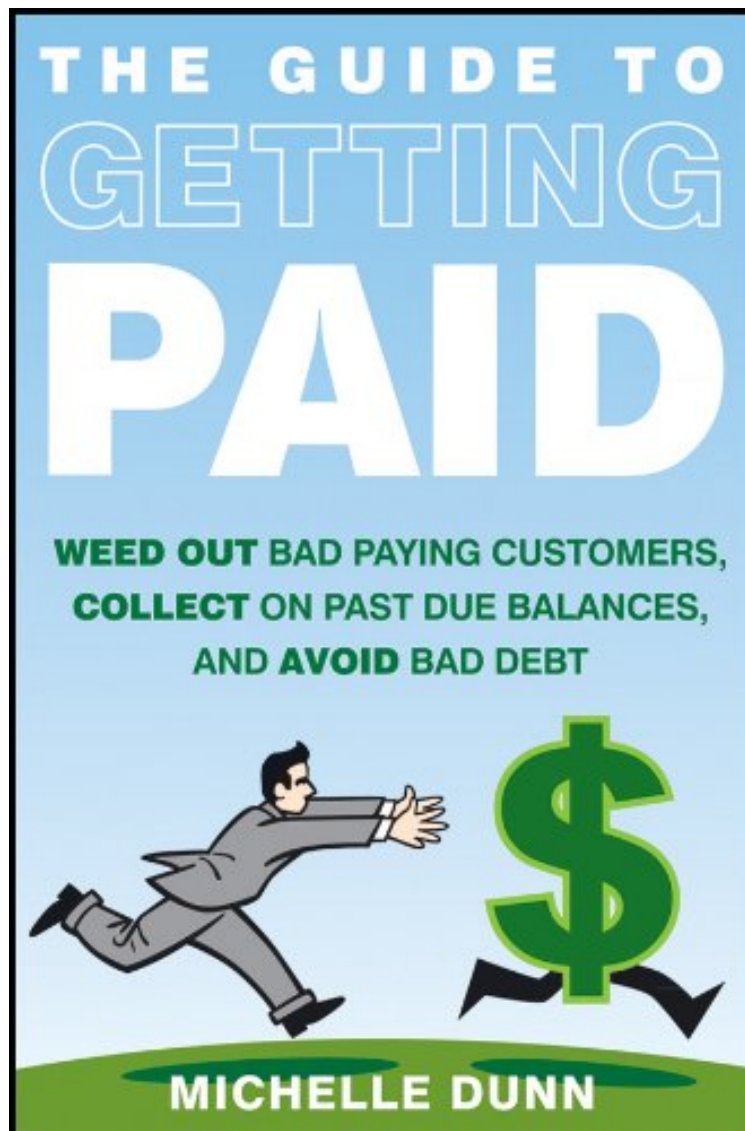


(Read now) The Guide to Getting Paid: Weed Out Bad Paying Customers, Collect on Past Due Balances, and Avoid Bad Debt

## The Guide to Getting Paid: Weed Out Bad Paying Customers, Collect on Past Due Balances, and Avoid Bad Debt

*Michelle Dunn*

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**Michelle Dunn : The Guide to Getting Paid: Weed Out Bad Paying Customers, Collect on Past Due Balances, and Avoid Bad Debt** before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Guide to Getting Paid: Weed Out Bad Paying Customers, Collect on Past Due Balances, and Avoid Bad Debt:

2 of 2 people found the following review helpful. Big DisappointmentBy Kathleen M. Ringell was very disappointed with this book. The first hundred pages repeated itself. It talked about credit checks on the customer and the

importance of creating a credit policy. I work in collections and I need some helpful hints on how to collect money on past due accounts. There was maybe a total of 5 whole pages throughout the second half of the book that pertained to collecting on past due accounts and it wasn't very helpful; be respectful, be knowledgeable about the customers account, smile, focus, and things like that. Nothing really concrete on how to get the money.1 of 1 people found the following review helpful. A Must Buy.....By Virgo1A lot of Great Information, was very happy with this book.0 of 0 people found the following review helpful. Five StarsBy FranquiE I would purchase this again.

Give your business a successful credit and collections plan with this easy and clear guide Over 100,000 businesses have slow or non-paying customers. Yet very few actually have a workable plan for claiming the missing revenue that results. This book gives you a complete solution and tool set to ensure your business maximizes its collections while maintaining an effective, profitable credit plan. You'll discover how to set up an efficient in-house credit policy that not only lets you collect more debts, but also boost sales, increase cash flow, and grow profits. Step-by-step credit management instructions show you how to weed out bad-paying customers, add more good-paying customers, collect on past-due balances, avoid bad debt, and limit credit risk. Contains all needed forms to set up and implement an effective credit policy Author is a popular columnist for several newspapers and national magazines, and appears regularly in the media as a go-to authority on debt Get Paid enables you to decide what matters most to your business when it comes to billing, payment terms, pricing, cash flow, and more, then set up the systems to meet these goals and increase profitability.

From the Inside FlapWhen the economy took a nosedive in recent years, businesses in every industry suddenly had to make more collection calls than ever before. If those businesses didn't have an effective credit policy in place, they found themselves scrambling. Many fell behind on their own bills, and bad debt rippled through the economy. If only everyone had read this book, where might we be now? What many business owners fail to realize is that credit management IS your business. A good credit policy will help you make more sales, increase cash flow, and make a profit. The Guide to Getting Paid teaches you how to manage your business credit and accounts payable and receivable in an efficient and effective way. With sample letters and forms, you'll get detailed advice on how to create a simple credit policy that is tough but flexible, has specific action guidelines, and gets enforced consistently. Avoid the common mistakes people make, such as not checking credit, not getting any signed paperwork, or being unfamiliar with laws. The Guide to Getting Paid delivers step-by-step guidance on how to: Check and issue credit, determine credit risk, and limit that risk Outline policies and procedures that will help provide your customers with options when they cannot pay in full Use email and social media in collections Legally collect money from slow or non-paying customers and enlist third party collection services Deal with customers who make deductions on their payments Improve your phone delivery, and conduct compassionate, rather than angry and aggressive, debt collection calls A simple and effective credit policy will save you time, money, and headaches. Make sure your business is on top of the credit game, and get paid today! From the Back Cover PRAISE FOR THE GUIDE TO GETTING PAID In the credit and collections world, Michelle Dunn is one of the best at helping businesses limit their losses. The advice and strategies in this book provide an excellent framework for establishing sound credit policy and effective collection practices. Anyone who extends credit needs to invest the time to read this book to save time, frustration, and, well, money!" mdash; Gary Jensen, Editor, collector mentor Michelle Dunn continues to impress me with the most comprehensive information for people interested in debt collection. Michelle is one of the few very knowledgeable experts in debt collection information and procedures." mdash; Robert Pinchuck, President, Columbia Financial International, Inc. Not only does Michelle give great tips on the tried and true collection letters and telephone calls, but ventures into today's collection strategies of email and social media. It's well worth your investment for those chapters alone!" mdash; Tim Paulsen, author of Paid in Full If there's one book that any business wanting a positive cash flow needs, it's Michelle Dunn's The Guide to Getting Paid. Comprehensive and specific, you learn what to do, when to do it, and what to avoid." mdash; Paul and Sarah Edwards, coauthors of The Working from Home Encyclopedia About the Author Michelle Dunn is an internationally known expert on credit and collections. As a leading authority on debt collection to businesses everywhere, Michelle is a consultant and keynote speaker. She is founder and CEO of the American Credit and Collections Association and has worked in the industry for more than twenty years. She has been featured in Forbes, Entrepreneur, and SmartMoney, among other media outlets. Most recently, she was nominated for a Credit Excellence Award.