

# ADVANCED CREDIT COLLECTION FOR THE CREDIT PROFESSIONALS

Discover the learning on improvising credit collection towards a successful debt recovery

3rd – 4th December 2018  
JW Marriott Hotel, Kuala Lumpur, Malaysia

## Major Benefits of Attending

By end of the course, the delegates will be able to:

- **KNOW** the objectives and importance of an effective credit management
- **DEVELOP** and formulate effective credit policy framework for your organization
- **UNDERSTAND** the several type of powerful tools in credit management within your organization
- **COMMUNICATING** and negotiating effectively in order to make the customer cooperate and pay
- **SELECT** the appropriate collection strategies to improve cash flow and minimize bad debt losses
- **CREATE** and implement action plans to facilitate your successful credit collection

## Why You Should Attend?

Credit collection has always been a prime issue in most of the organizations and still cannot be resolved effectively. However, here is the solution for your organization, by attending this workshop, it provides you the effective ways and tools to minimize the credit issues. And of course, you will be also getting away with the action plan which you can implement it within your organization. The trainer of this workshop, Steve, is a credit expert and has been involved in credit management industry for more than 20 years. He has been conducting training courses for a number of years and has earned an enviable and impressive reputation. During his teaching, you are guaranteed highly enthusiastic and lively sessions. You will also be provided with actual real life situations and useable advice for cash collections and credit management.

## Who Should Attend?

- ✓ Credit Professionals
- ✓ Collection Professionals
- ✓ Financial and Controller Staff
- ✓ Financial Managers
- ✓ Credit Managers
- ✓ Credit Controller
- ✓ Collection Officers
- ✓ Senior Accounting Staff
- ✓ Business Owners
- ✓ Credit Clerks and Executives, Small Business Owners, Secretaries and Accounts Clerk and Sales Persons involved Directly or No in Credit Collection
- ✓ Entrepreneurs, Bankers, Accountants, Business and Finance Managers, Marketing Managers, Collection Professionals, Customer Service Managers, Small Medium Business Owners, Sales People, Finance Executives, Supervisors, Managers, Credit Analysts, Bookkeepers and Recovery Officers

Organized by: \_\_\_\_\_

