

1. Record Nr.	UNINA9910679306903321
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Titolo	Credit Controller's Desktop Guide
Pubbl/distr/stampa	Thorogood
ISBN	1-280-23365-6 9786610233656 1-4237-2131-4
Descrizione fisica	1 online resource (326 p.) : ill
Disciplina	658.8/8
Lingua di pubblicazione	Francese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Sommario/riassunto	<p>What is this book about? Failure to get invoices paid on time always eats into profits, and frequently drives companies into liquidation. The Credit Controller's Desktop Guide is a comprehensive practical guide to collecting debts effectively and covers all aspects of the credit controller's work. Fully up-to-date and written in a clear, practical style, this desktop guide includes case studies, standard letters and forms, and an update on the latest legal developments.</p> <p>Contents</p> <p>The cost of credit The right attitude for credit control The right credit policies Opening a new account Effective paperwork Letters Collection by telephone Overcoming excuses Sources of information Credit agencies Factoring Credit insurance Less usual chasing methods Warning signs - danger imminent Conditions of sale Legal action - considerations prior to commencement Legal action - obtaining judgment Bad debts Exports.</p> <p>About the author Roger Mason has considerable practical experience as a company secretary. His early career was with Midland Bank and the Ford Motor Company before becoming finance director of ITC Entertainment Ltd. He was, for 14 years, company secretary and finance director of a leading British greetings card company. He lectures on finance and business matters and has written a number of books.</p> <p>FULLY REVISED AND UPDATED.....</p> <p>to reflect changes caused by The Enterprise Act 2002, it covers</p>

important issues including: bad debts retention of title enforcing the judgment the increased importance of the final warning letter WHY THIS BOOK WILL BE INVALUABLE TO YOUR BUSINESS This book will enable you to: quantify the true cost of credit to your organisation define the credit control policies that are best suited to you use a variety of proven collection techniques effectively anticipate and overcome excuses take legal action and achieve a satisfactory outcome detect warning signs of danger early enough
