

WHAT TO DO WHEN A CUSTOMER

- A) Won't pay
- B) Can't Pay
- C) Goes Bankrupt
- D) Is Sold | Acquired | or Merged



We will examine the issues facing a creditor when a customer's business is Sold, Acquired, Merged or files for bankruptcy protection. We'll learn about potential challenges to getting paid; your company's rights; and advice about getting your money paid quickly. **MAIN TOPICS:**

- Your options and alternatives if a customer cannot pay their bills
- What actions to take and what decisions you'll need to make if a customer won't pay
- Things you should do, and things to consider when a customer threatens a bankruptcy filing
- What creditors should do IF a customer files for bankruptcy protection.
- An overview of your rights, options, and recommendations if a customer is sold, acquired, or merged. Business as usual?

MICHAEL DENNIS is a frequent & popular trainer for BCMA-Wisconsin programs, a frequent contributor to the Association's Newsletter and the WCA LinkedIn Group. Michael has over 20 years of experience in credit management in various industries including healthcare, construction, and auto aftermarket. His most recent book, "Happy Customers, Faster Cash" is published and now available at Amazon. Michael looks forward to you joining this informative and timely Webinar.



A WEBINAR

Tuesday | November 17, 2020
TIME: 9:00 AM—10:00 AM Central Time

ATTENDANCE FEE:

\$65 BCMA-Wisconsin members
\$79 all others

At the low cost of one registration (**one fee per each phone/Internet connection**), as many people as you wish in your office can attend the Webinar.

CONFIRMATION:

Easy-to-follow instructions will be sent with your confirmation. Contact WCA if you do not receive E-mail handouts and confirmation prior to the Webinar.

ONLINE REGISTRATION:

<https://wcacredit.org/webinar.org/webinar-seminar-registration/>

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**THE BUSINESS CREDIT
MANAGEMENT ASSOCIATION**

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WEBINAR REGISTRATION

"Customer Cannot or Won't Pay" | Tuesday, November 17, 2020 | 9:00—10:00 AM CT

NAME _____ EMAIL ADDRESS _____

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Method of Payment (Non members are asked to prepay):

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A credit or refund will only be given for cancellations received 5 days prior to the session. Please send your reservation to the Association office listed on this announcement or call 262.827.2880 to register or with questions.