

SMART CREDIT POLICIES THAT IMPROVE COLLECTIONS

In this time of uncertainty, it has never been more important to get things right the first time and to collect money quickly. A great way to accomplish this is to document your credit policies.

In this interactive program, we will discuss appropriate credit policies addressing all of these topics ...

- \$ Collections
- \$ Extended Dating Requests
- \$ Disputes and Deductions
- \$ Payment Terms
- \$ Setting Credit Limits
- \$ Measuring Collection Performance
- \$ Risk Mitigation Techniques, Credit Reviews, and
- \$ Overrides of Credit Decisions.

This is a great program to learn best practices, and to get your questions answered in real time. We hope you can join us.

A WEBINAR

TUESDAY
February 23, 2021

TIME: 9:00—10:00 AM CT

ATTENDANCE FEE:

\$65 BCMA/WCA Members Per Line

\$79 All Others

One fee per line. Each remote location will be charged a fee to join the program. Unlimited attendees calling from a single connection will be charged just one fee. Discounts given for 5 plus lines joining the Webinar. Call BCMA-WI for details, 888.546.2880.

CONFIRMATION: Will be sent to all registered attendees with easy-to-follow instructions to access the program on your PC and phone! Contact the Association if you do not receive an email confirmation in advance of the Webinar.

For more information and to register, contact:

THE BUSINESS CREDIT
MANAGEMENT ASSOCIATION
Wisconsin Credit Association
PO Box 510157
New Berlin WI 53151-0157
Phone: 888.827.2880
Fax: 262.827.2899

MEET YOUR INSTRUCTOR: MICHAEL DENNIS is a respected business trainer and author. He can be credited for the development of this and future credit, collection and finance serial training programs. Michael has more than 20 years of experience in credit management in various industries; including healthcare, construction and the auto aftermarket. His most recent publications, "Happy Customer-Faster Cash" and "Customer Profit Hacking" are available on Amazon.

Continuing Professional Education Units
1 CPE | .1 CEU <http://www.creditsociety.org>

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American Society

ASCCP

Credit & Collection Professionals

WEBINAR REGISTRATION

"Smart Credit Policies" | February 23, 2021 | 9:00—10:00 AM Central Time

NAME _____

EMAIL ADDRESS _____

COMPANY _____

ADDRESS _____ CITY/STATE/ZIP _____

TELEPHONE CALLING INTO WEBINAR FROM _____

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

Invoice my Company \$_____ (BCMA & WCA Members Only)

Check Enclosed \$_____

Credit Card (Please contact BCMA/WCA at 888.546.2880)

A credit or refund will only be given for cancellations received 5 business days prior to the session. Please send your reservation to the Association office listed on this announcement or call 888.827.2880 to register or with questions.

REGISTER ONLINE: <https://wacredit.org/webinar-seminar-registration>
Internet Explorer is not supported when registering. Kindly use an alternate browser.