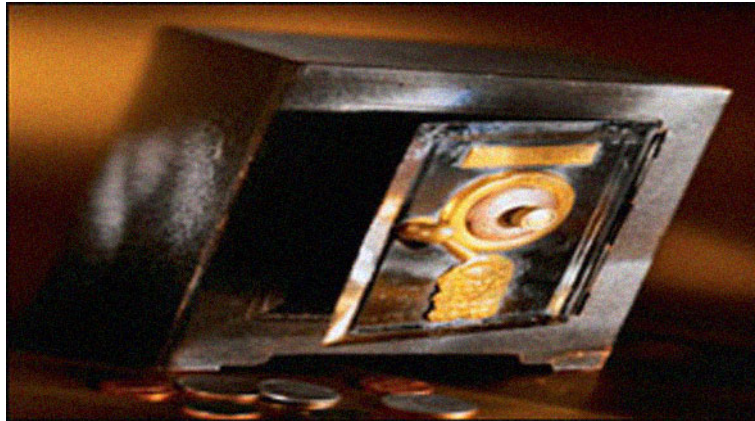


Is Your Safe Empty?



Asking for payment is a necessary function that every company has to undertake. The degree with which collection policies are enforced must be made on a individual debtor basis, taking due regard of your own perceptions and attitudes towards debtors and your financial ability to offset, against profit, all the costs incurred in providing credit facilities.

Within every business there is always a nucleus of debtors where firmer policies, to influence payment, can be employed without any risk of losing business. As both bank and inflation rates continue to fluctuate, not only will the cost of financing such delays increase but, by implication, they will encourage more debtors to extend credit further.

Overdue accounts are a fact of business life and so paradoxically, the more you have, subject to their quality and the speed with which they can be converted back into cash, the better your business is performing.

- Always a nucleus of debtors where firmer collection policies can be employed.
- The sooner you ask the sooner you get paid. Alternatively, the sooner you identify any queries and are able to deal with them in advance before problems occur.
- It means less risk, the containment of profit margins and provides the opportunity to make more sales.

www.payontime.co.uk/collect/collect_speedy.html
