

# WINNING STRATEGIES FOR CREDIT MANAGEMENT AND DEBT RECOVERY

AVAILABLE FOR OFFLINE & ONLINE

**Finance and  
Accounting  
Series**

## OVERVIEW

Effective debt collection is crucial for cash flow and business sustainability. Poor credit management and bad debts can damage a company's success. Understanding credit policies, evaluation, and limit reviews helps minimize risks and reduce bad debts. Training in negotiation and collection skills boosts recovery rates, optimizes resources, and improves cash conversion. With the right tools and strategies, debt collection can become a rewarding and professional challenge.

## OBJECTIVE

To be mindful of how your role impacts the company as a whole

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To understand the meaning and the importance of Credit Management

To acquire and maintain the attitude and skills to successfully collect payment of all accounts - large or small

## WHO SHOULD ATTEND?

- ✓ Accountants and Credit Controllers / Managers Sales and Marketing Managers
- ✓ and Executives Accounts Receivable / Credit Personnel Administration Personnel
- ✓ involved in the credit function