

How to get **PAID ON TIME**



ALSO ASSURING
Good Paying Customers
STAY THAT WAY

TUESDAY, SEPTEMBER 10, 2019 • 11:00 AM – 12:00 PM PDT • FREE FOR MEMBERS

When you extend credit, one of the costs of doing business is the fact that some percentage of your receivables (2% to 5% in most industries) will become delinquent (one or more days past due) at some point during the year. The question is, what type of processes and tools can be put in place to increase the probability that your customers will pay you on time, almost all of the time.

Join us for this informational one-hour webinar with our preferred partner AG Adjustments where Sam Fensterstock a 25-year credit & collection industry veteran will talk about the various components necessary to manage customer credit risk and increase the likelihood of getting paid on time.

In this presentation Sam will review:

- Software – Why you need advanced tools and software to help you do your job and manage your customers
- Onboarding of your customer – the power of making good decisions
- Internal Collection Process – why you need a defined and documented process
- 3rd Party Placement Strategy – when a customer does become a payment problem, what do you do?
- Conclusion

ABOUT THE SPEAKER:

Sam Fensterstock is the SVP of Business Development at AG Adjustments, a leading provider of 3rd party commercial collection services where he oversees sales & marketing. Sam has spent his entire business career as an entrepreneur and senior executive in the commercial credit & collection space. Has been a founder and played a key role in the dynamic growth of several leading niche commercial credit risk management companies and is considered an expert in the order to cash and credit and collection process.

Don't miss this **FREE** member-only webinar! Log in and be prepared to ask questions.

Register online at www.piasc.org/events or contact Emily Holguin at (323) 728-9500, Ext. 200 or emily@piasc.org

