

# WEBINAR: Collection Management and Strategies



## Overview

In an ideal lending process, customer borrows money or goods in credit then pay them in terms overtime, however, certainly, payers' and debtors' default most of the time. Recoveries of the funds sent out as credit is crucial to maintain the operations of the business. This three-hour webinar will teach us how to identify which accounts offer the greatest recovery potential, and at one point preventing the risk of potential losses. Gain an advantage ahead of possible further customer delinquency by knowing how to properly collect debts and protect your company.

## Objectives

At the end of the session, participants:

- will be able to learn how to recover debts whilst maintaining good customer service
- will be able to apply the debt collections process to minimize loss and maximize profit for the business

## Who Should Participate

- Collections Associates
- Account Receivables personnel
- Lending Business Owners

## Key Topics

- I. How collectors properly operate
- II. Collections strategies
- III. FAQs of the Small Claims Act
- IV. Workshop

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Website: [www.businesscoachphil.com](http://www.businesscoachphil.com)

## Duration

- 3 hours

## Webinar Fee

- Php 1,750.00 per participant (inclusive of e-Handouts and e-Certificate) to be paid at least 3 banking days before the event

## Requirements

- Mobile phone, tablet, computer or laptop
- Download free ZOOM app
- Internet connection
- Good audio connection

## Reservation

- Please call to register (0915.205.0133|0908.342.3162 | 0933.584.7266| (02) 8.727.5628) or use the registration form below. Kindly fill-out and email to [businesscoachphil@gmail.com](mailto:businesscoachphil@gmail.com). You will receive a confirmation within 48 hours.

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