



How to Collect the Money People Owe You: A Complete Step-By-Step Credit and Collections Guide for Small Businesses and Individuals

By Gini Graham Scott Ph D

iUniverse, United States, 2009. Paperback. Book Condition: New. 226 x 150 mm. Language: English . Brand New Book ***** Print on Demand *****.HOW TO COLLECT THE MONEY PEOPLE OWE YOU is a complete credit and collection guide for the small business and individual - an invaluable resource that will help you establish effective credit policies, collect overdue bills quickly, and increase the money available to you. HOW TO COLLECT YOUR MONEY shows you: How to decide when to send polite reminder notices, when you should send stronger letters, when you should make a collection phone call, and, finally, when you should resort to hiring a collection agency or an attorney. How to determine if a consumer or business should be extended credit and how much. How to collect from overdue accounts while maintaining them as future customers or clients. How to collect money from impossible debtors or deadbeats who have no intention of paying their bills. The book includes sample scripts for collection phone calls, sample collection letters, and important legal guidelines.



READ ONLINE
[1002.4 KB]

Reviews

This publication is very gripping and intriguing. It is among the most awesome book we have go through. You can expect to like how the author compose this book.

-- Dr. Malika Bechtelar II

This ebook might be worthy of a read, and superior to other. It usually does not charge an excessive amount of. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Arch Upton