



The Guide to Getting Paid: Weed Out Bad Paying Customers, Collect on Past Due Balances, and Avoid Bad Debt

Michelle Dunn

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Give your business a successful credit and collections plan with this easy and clear guide

Over 100,000 businesses have slow or non-paying customers. Yet very few actually have a workable plan for claiming the missing revenue that results. This book gives you a complete solution and tool set to ensure your business maximizes its collections while maintaining an effective, profitable credit plan.

You'll discover how to set up an efficient in-house credit policy that not only lets you collect more debts, but also boost sales, increase cash flow, and grow profits. Step-by-step credit management instructions show you how to weed out bad-paying customers, add more good-paying customers, collect on past-due balances, avoid bad debt, and limit credit risk.

- Contains all needed forms to set up and implement an effective credit policy
- Author is a popular columnist for several newspapers and national magazines, and appears regularly in the media as a go-to authority on debt

Get Paid enables you to decide what matters most to your business when it comes to billing, payment terms, pricing, cash flow, and more, then set up the systems to meet these goals and increase profitability.



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