

**“America’s Business
Coach” BARRY ELMS**
presents in Wisconsin one
day only April 11, 2019
In Milwaukee

**YOU WILL LEAVE THIS FULL-DAY SEMINAR
KNOWING HOW TO IMPROVE COLLECTIONS AND
CASH FLOW—IMMEDIATELY!**



BUSINESS CREDIT MANAGEMENT ASSOCIATION
Wisconsin Credit Association
15755 W Rogers Dr | New Berlin WI 53151
262.827.2880 | www.wcacredit.org

It has never been more important to GET PAID QUICKLY. In any economic climate, companies will use trade credit as a substitute for bank loans and taking advantage of any opportunity to delay payment. DON'T LET YOUR PROFITS SUFFER, make sure you have a well-trained and effective team looking after the interests of your business!

**Take advantage of the
EARLY REGISTRATION
discount and save \$50 per
person—reserve your spot
today!**



**IMPROVE PERFORMANCE
&
PRODUCTIVITY**



INCREASE PROFITS

THE ART OF GETTING PAID Quickly

Presented by BARRY ELMS, Author, Speaker & Business Coach

Barry Elms, President of Strategic Negotiations International, is considered by many to be America’s business coach in sales & negotiating skills. During a speaking career that spans over 20 years, Barry has given over 2000 presentations worldwide. His energetic style and dynamic message will keep you on the edge of your seat!



- Have you heard the same excuses time after time?
 - Would you like to know how to get paid on every collection call?
 - Have you ever had a check promised that did not arrive?
- IF YOU ANSWERED YES TO ANY OF THESE QUESTIONS, THIS SEMINAR IS FOR YOU!**

During the PROGRAM 9:00 AM to 4:00 PM—You will learn:

- ◇ The 4 real benefits of getting paid quickly and how to make them happen.
- ◇ The 3 keys to creating a truly confident and effective collection personality.
- ◇ The 8 communication skills that will get you paid quickly and keep customers happy.
- ◇ The 6 reasons all past-due customers pay bills and how to use them to your advantage.

- ◇ Dealing with delaying tactics. How to overcome excuses and get paid quickly.
- ◇ Negotiating with customers who have cash-flow problems. The 3 keys to getting the best possible deal.

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6 Continuing Professional Education Units Awarded
Deadline to register is April 4, 2019
Register by March 21 to receive early registration discount
All registered attendees will receive a seminar confirmation

**DEADLINE TO RECEIVE EARLY REGISTRATION DISCOUNT OF \$50 PER PERSON IS MARCH 21, 2019.
SAVE HUGE \$\$\$ BY REGISTERING EARLY & BY SENDING MULTIPLE ATTENDEES!**

Wisconsin Credit Association
15755 W Rogers Dr #200 | PO Box 510157
New Berlin WI 53151
BUSINESS CREDIT MANAGEMENT ASSN

TAKE AN EDUCATION BREAK!



Barry Elms returns to Milwaukee Wisconsin for one day only to present:

THE ART OF GETTING PAID—QUICKLY! - April 11, 2019

SEMINAR DETAILS:

When: THURSDAY, APRIL 11, 2019

Time: 8:30 AM Registration
9:00 AM—4:00 PM Seminar
12:00 PM Lunch Included

Where: Briggs & Stratton Auditorium
12301 W Wirth St
(Minutes from Highway 45)
Milwaukee WI 53222

Fees: \$195.00 per person
\$185.00 per person for 3 or more attendees
Non-BCMA Members add \$50.00 PP

*DEDUCT \$50 per person if
registered by March 21, 2019 !*

A FULL-DAY COLLECTION SKILLS SEMINAR

This program is packed with practical ideas to help you deal with excuses, delaying tactics, cash-flow problems, and even bounced checks. You will learn:

- ✓ **THE 3 KEYS TO SUCCESSFUL COLLECTIONS**—Discover what it takes to be supremely confident and prepared for any collection call. Learn how to identify the real issues and get to the heart of the problem.
- ✓ **POWER COMMUNICATIONS**—Discover how to put power and professionalism into every call; learn skills that will help you get paid every time you make a collection call.
- ✓ **INFLUENCING SKILLS**—Discover what it takes to make your customers want to send you a check.
- ✓ **DEALING WITH EXCUSES**—Learn the formula for dealing with excuses and learn creative and effective ways to deal with customers who are trying to avoid you.

SEMINAR REGISTRATION—*The Art of Getting Paid—Quickly* | April 11, 2019 | Milwaukee WI

Company _____ Phone _____

Address (City/State/Zip) _____

Email For Main Contact Person _____

Name _____ \$ _____

Name _____ \$ _____

Name _____ \$ _____

Name _____ \$ _____

METHOD OF PAYMENT: Check Enclosed Credit Card (Please contact Wisconsin Credit Association to pay using a credit card and with questions—262.827.2880). Sorry, no credit or refund for no shows or cancellations after 4/4/2019.

Return reservation form to:

BCMA | WISCONSIN CREDIT ASSOCIATION
Attn: Dianna Rowinski
PO Box 510157 | New Berlin WI 53151
Questions: 262.827.2880

Please duplicate this form for additional attendees.
Early registration discount void after March 21, 2019.
Visit www.wcacredit.org for more information.
Confirmation will be sent to all registered attendees.