

BEST PRACTICES IN BUSINESS-TO-BUSINESS DEBT COLLECTION

Upcoming Webinar

Presenter: Michael Dennis

May 17, 2023
9:00 – 10:00 AM CDT

Attendance Fee:

- \$65 for BCMA/WCA Members
- \$79 for Non-Members

Each phone line will be charged a fee to join the program. Unlimited attendees calling from a single connection will be charged just one fee. Discounts given for 5 plus lines joining the Webinar. Call BCMA/WCA for details.

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In this interactive program, we will discuss and explore ways to it more likely that you will meet your collection targets. How? In three ways.

- First, by examining how to avoid the most common mistakes collectors make every day.
- Second, by describing best practices in business-to-business debt collection in practical terms.
- Third, by offering practical strategies and suggestions for implementing collection best practices quickly, efficiently, and inexpensively.

Meet your Speaker: *Michael Dennis* is a consultant with more than twenty years' experience as a credit manager working for companies including McKesson, Black and Decker, Jorgensen Steel Company and American Hospital Supply. He authored or co-authored seven books including: "Credit and Collection Handbook", "Credit and Collection Forms and Procedures Manual", and "The Credit and Collection Manager's Concise Desk Reference." Michael has an MBA from Pepperdine University. He holds the CBF, CCP, and CPC. Certifications. Michael has been honored as Credit Executive of the Year by both CMA California and by BCMA.

WEBINAR REGISTRATION

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A refund will only be given for cancellations received 5 business days prior to the session.