

ONLINE WEBINAR

The Art of Getting Paid

JOIN OUR NEXT WEBINAR

This exciting fast paced webinar will demonstrate the skills needed to maximize cash flow and reduce past due balances.

Barry Elms will discuss:

- Understanding the value of effective collection skills.
- The keys to confident collections.
- 3 ways to communicate effectively in collections.
- How to effectively profile you past due customers.
- How to prioritize your collection calls
- 6 ways to motivate past due customers to pay today!



Presenter: Barry J Elms

President of Strategic Negotiations International

REGISTER



**WEDNESDAY,
JANUARY 24, 2024**

9:00 AM - 10:15 AM CT

- \$79 for BCMA/WCA Members
- \$99 for Non-Members

Each connection will be charged to join the program. Unlimited attendees connecting from a single connection will be charged just one fee.

You will receive webinar access instructions and handouts the week prior to the Webinar.



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