

ONLINE WEBINAR

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Collection Principles

Understanding Why Debtors Persist

JOIN OUR NEXT WEBINAR

Why Do Outstanding Debts Persist?

Healthy cash flow is essential to every business—but even with strong credit policies and consistent follow-ups, unpaid balances remain a challenge. Why does this happen, and what can organizations do differently to improve results?

What You'll Learn:

Join **David Balovich** for an engaging and practical session that explores the core principles of effective collections. This webinar will help you:

- Understand the root causes behind persistent debtor behavior
- Identify common breakdowns in the collection process
- Apply proven, real-world collection strategies
- Improve cash flow while preserving positive customer relationships

Whether you're in finance, credit, accounts receivable, or management, this session will provide actionable insights you can use immediately.

Reserve your spot today! And take control of your collections strategy!

**WEDNESDAY,
OCTOBER 21, 2026**

9:00 AM - 10:00 AM CT

- **\$65 for BCMA/WCA Members**
- **\$79 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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Presenter: David Balovich
Industry expert in collections and credit management

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