



Implementing Successful Credit Control (4th Revised edition)

By Alan Dixie

Management Books 2000 Ltd, 2000. Paperback. Book Condition: new. BRAND NEW, Implementing Successful Credit Control (4th Revised edition), Alan Dixie, Managers in every business know the importance of collecting debts. This important and totally up-to-date guide shows how to do it quickly, efficiently and, wherever possible, with the minimum amount of fuss. It contains detailed practical guidance on all aspects of collection from initial procedures set-up through to legal remedies in the event of default. Sample letters and telephone scripts are also included. Areas covered in the book include: the psychology of credit control; credit checking procedures; collection procedures and how to overcome excuses and negotiate payments; collection agencies and solicitors; suing through the High and County courts; factoring alternatives; and, much more.



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