



JOIN US!

New England

Best Practices Discussion Group



Guest Facilitator:
Marc Davenport, AVP
Customer Service
Caine & Weiner

Topic:

Don't Do Business With Strangers

Now more than ever this best practice should become standard operating procedure. Please note the following: According to collection agency research, the average delay for a past due payment is 55 days for large businesses and 66 days for SMB's. The larger the balance owed the lower the probability the balance will be paid in full.

During this session, Marc will discuss the following and much, much, more!

- Establishing Your Terms of Business (TOB)
- The Best Defense is a Strong Offense
- If I don't know you, how can we do business?
- Pay Attention to the Red Flags

**Zoom
Meeting**

Thursday, June 6, 2024 | 10:00 a.m. - 11:00 a.m. EDT

About the Group Meetings

Six times each year, the Best Practices Discussion Group will hold a discussion. Four meetings will take place on Zoom and two meetings will be held in the New England area. We will focus on various credit-related topics relevant to today's business professional.

A representative from your company may attend along with any members of your credit department team.