

Webinar on

How to Make a Successful Credit Decision With Limited Information

Date : August 24, 2021

Areas Covered

- You will learn about the 5 C's of credit and how they can help you make sound credit decisions
- We will look at several different financial statements and learn what you can pull from them that could help in your decision to ship a new account or not
- A look into financial ratios such as; Leverage, debt/equity DSO, DPO, Profitability ratios, Altman Z score, a write up to the management of whether you should or should not open an account with the proper support

This webinar will give you tools that you can use to help find out more about this potential new account

PRESENTED BY:

Ronald A Sereika - has over thirty years in credit management in the clothing, door and window manufacturing, wine, the medical device industry, and now direct mailing. He holds a BS in Accounting and has received his certification in credit and finance from the Amos Tuck business school at Dartmouth University.

Date : August 24, 2021

Time : 12 : 00 PM EST

Duration : 60 Minutes

Price: \$149

Webinar Description

Your company just received a large order from a brand-new customer, and they are anxious to get it shipped. However, as you try to pull a credit report you are not able to find anything of substance on this potential new customer, what do you do? This webinar will give you tools that you can use to help find out more about this potential new account, how to work with your sales team to get them educated about the processes you have and have them be a part of how to get what you need.

30 years of working in credit, managing staffs up to 20 people and 100% of the time working out a way to set up a new customer with minimal write-offs.



Who Should Attend ?

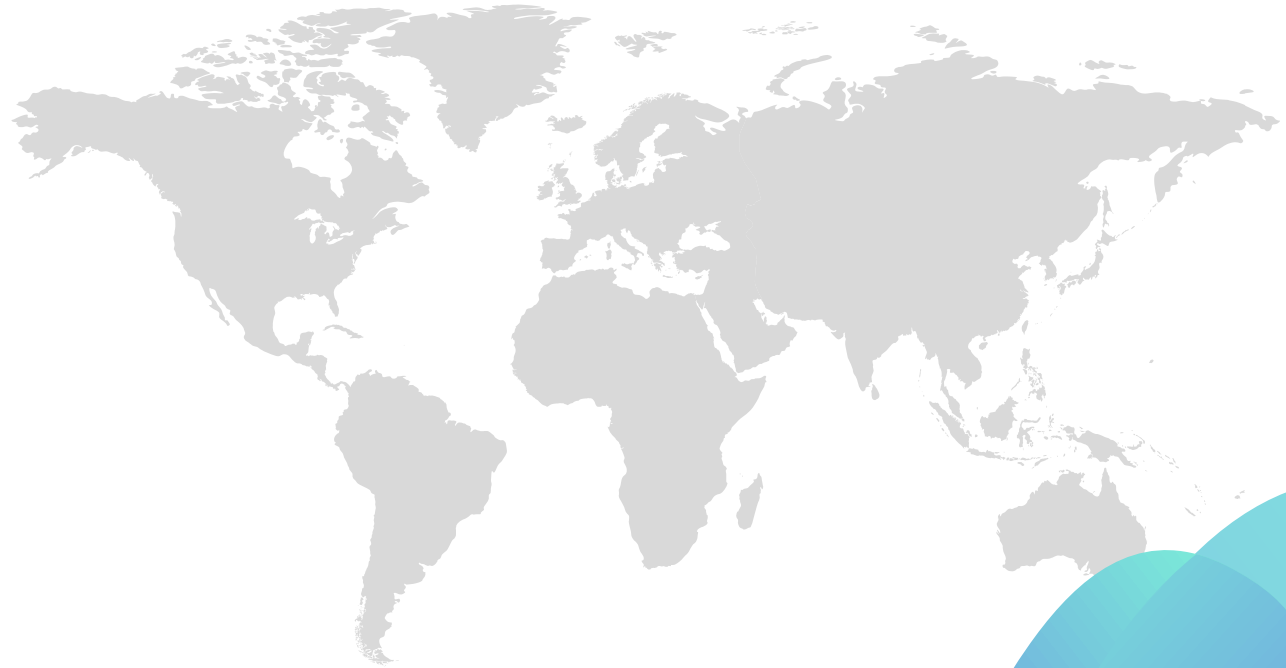
- *Credit managers/Credit analysts/ Collection specialists*
- *Anyone overseeing the credit and collections area*



Why Should You Attend ?

Anyone who is in a decision-making role will need to use financial statements to assist them in their decision. The following people have attended these sessions over the past years and commented on the usefulness of it;

- *Bankers*
- *Credit Managers*
- *Credit Analysts*
- *Small Business Owners*
- *General Managers*
- *Attorneys*



To register please visit:

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