

*Webinar on*

# **Getting the Most From Your Accounts Receivable Staff**

# Learning Objectives

- Entice employees to excel – easily!*
- Deal with difficult salespeople – easily!*
- Persuade peers – easily!*
- Cajole and convince even cranky customers – easily!*
- Overcome objections – easily!*
- Negotiate winning arrangements- easily!*
- Build better-quality relationships – easily!*
- and be appreciated!*



This session will give you the tools you need easily persuade your Accounts receivable staff to do their best without bullying or manipulation.

**PRESENTED BY:**

*Mike Morley is a Certified Public Accountant who holds the top credit designations in the U.S., Canada, and the U.K. An entertaining and informative speaker, Mike is a recognized authority in the field of finance.*

On-Demand Webinar

Duration : 60 Minutes

Price: \$200

# Webinar Description

Running a company's Accounts Receivable is not always easy.

It's a matter of balance. Knowing what to say (or not say!) or do just at the right time takes skills and knowledge that comes from over 25 years of experience figuring out what works.

Save yourself time, money, and energy. Learn the short cuts.

One of the secrets is understanding the personalities on your team and using that knowledge to get the results you need.

This session will make you a successful and well-liked Accounts Receivable Team manager.



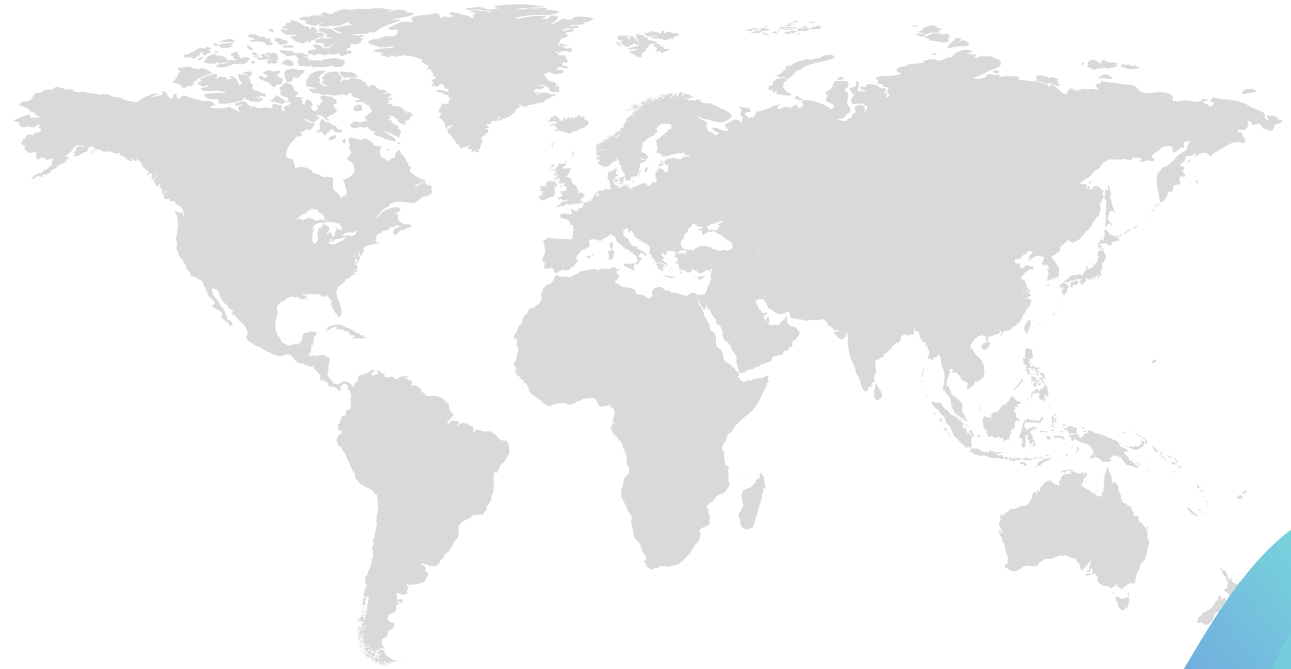
# Who Should Attend ?

*CEO/CFO*

*Credit/Accounts Receivable professionals*

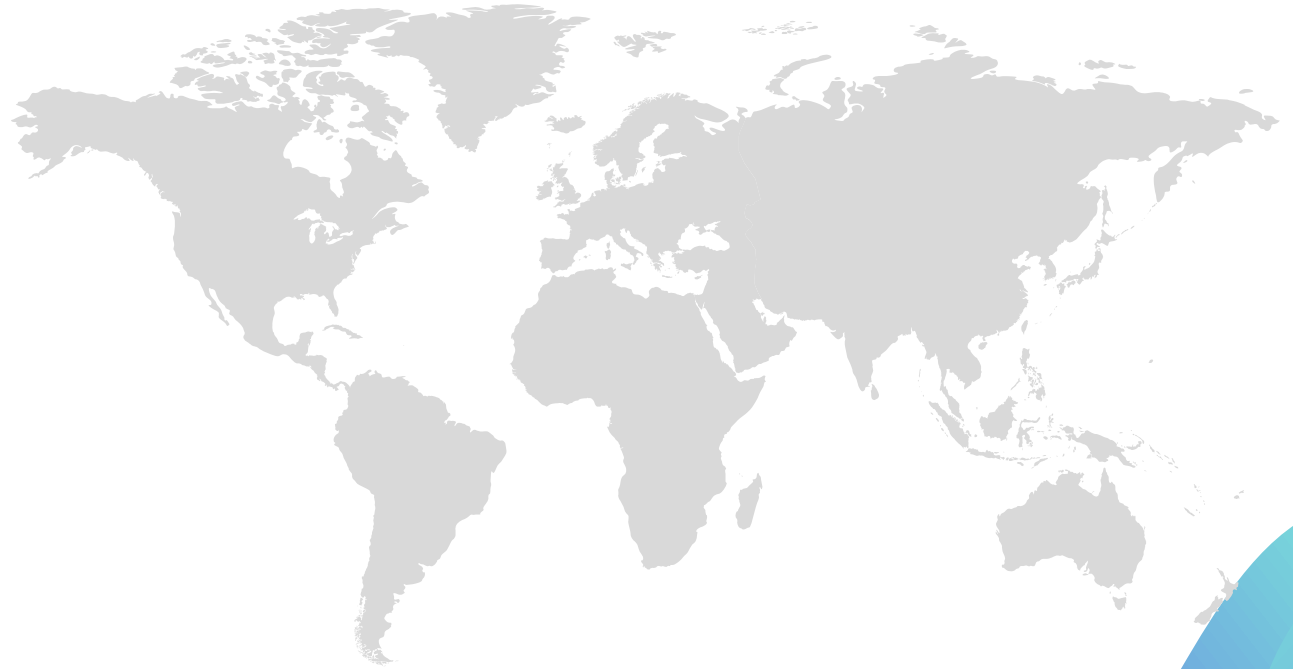
*Finance professionals*

*Internal auditors*



# Why Should Attend ?

*This session is about how to persuade your Accounts Receivable staff who are responsible for collecting the customer accounts to do their best for you. You will learn how to motivate them to do their best for you. You will also learn what skills they need to be able to get the job done. This session will give you the tools you need easily persuade your Accounts receivable staff to do their best without bullying or manipulation.*



To register please visit:

**[www.grceducators.com](http://www.grceducators.com)**  
**[support@grceducators.com](mailto:support@grceducators.com)**  
**740 870 0321**