

# Credit Management

Debtworks offer several products that assist you to improve your internal credit management practices. These include seminars and training, "First Base" - our free credit examination and thorough product - "the credit audit".

## First Base

You can not score a home run in business, without first ensuring you go past first base.

First Base is our credit management consultancy service.

Debt Collection is a by-product of credit management. You will never remove it, but you can reduce and manage it.

Let us come and give you an hour's FREE advice on your credit management practices.

We will briefly examine:

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- your aged trial balance,
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- account application forms,
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- terms of trade,
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- credit policies and practices.

before providing some customised tips to minimise your risk and improve your cashflow - ALL AT NO COST TO YOU!.

We even have our internal lawyers check the legal bits FREE!

(note additional attendances or training seminars may incur a fee) Consultancy - More Depth - Try our "Credit audit":

Debtworks can independently offer, through its unique business partnerships, consultancy services with an emphasis on credit management.

Consultancy can be best summarised as a more in-depth review:

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- Policy investigation
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- Recommendation report
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- Complete reestablishment of credit policies
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- Establish performance targets
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Training and process implementation

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Performance reviews

The initial step is for an audit to be completed on your existing applications and processes. Our consultant will meet with the key staff throughout the departments:

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To get an understanding of the culture of your operation,

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The current policies and procedures and how they are being executed,

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What tools and resources are available to meet the tasks?

Following the audit, a briefing is prepared which outlines the current effectiveness of the existing procedures and provides an understanding of the areas where improvement will be required to achieve best practice.

Once you approve the brief, the consultant writes a draft policy.

This is forwarded to you for review and comment. Any strategic or operational amendments are completed and the final copy produced.

Following presentation of all policies, Debtworks will work with you to assist with the training of the staff in the procedures and implementation of any new technology or process.

We then follow up monthly providing credit management support and advice.