

Study Groups



Five Proactive Steps to Protect Your Company's CASH

Presented by Ann Pitts, the Pitts Group

5 Tips for Proactive Credit Management

- ❖ **Identify Customer Segments (SIC codes) With Potentially Interrupted Cash Flows**
- ❖ **Review and Adjust Customer Credit Limits**
- ❖ **Inform & Train Employees of Higher Level of Risk Management**

5 Tips for Proactive Credit Management

❖ **Collections: Be Prepared to Negotiate Customer Work Outs**

❖ **Review Your Banking Position**



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