



Corporate Credit Management & Debt Recovery

Maximizing Accounts Receivable Billing and Credit Collections Effectively & Legal Procedures for Debt Recovery

The global economy is seeing a downward trend for the worst, with USA's financial crisis ultimately affecting all sectors of the world markets. Business around the world are facing formidable challenges in a struggle to survive. While economic downturns are difficult for business; well-managed companies can still find the opportunities by developing, refocusing and changing methods of doing business. Additionally, strategies to protect your current and future accounts receivables against potential slow payments, non-payments and bad debts also need to be a focus.

Providing credit to customers and ensuring timely collection forms an integral part of any business. Poor management of debtors stifles growth and is a serious threat to the financial health of any organization. The pressure is on - to manage 'better and smarter'; to enhance organizational cash flow and to reduce the cost of debt recovery itself while improving customer retention.

The conference is designed to provide practical solutions and ideas to improve credit management and combat bad debts. This conference will also deliver tips, techniques and shortcuts to streamline your organization's processes, improve risk management and maximize the effectiveness of debt collection techniques. Additionally, effective credit management also requires one to understand and appreciate the legal due process involved debt recovery. This conference will further serve as a brilliant platform for delegates to network with peers, technical experts and industry visionaries.

Conference Highlights:

- Restructuring a successful **credit policy** and **collection process**
Guest speaker: **Mr. Pattanapong Suwannachat**, Finance & IT Manager, **Filthai Co., Ltd.**
- Practical approaches on conducting effective **credit analysis, credit reviews and financial analysis** to avoid increases in debt loss
Guest speaker: **Mr. Sethaphong Phadungpisuth**, Managing Director, **Gnosis Co., Ltd.**
- Balancing **credit risk** and **customer relationships**
- **Bad debt recovery** – Appropriate strategies in chasing debt
Guest speaker: **Mr. Alan Go**, Senior Vice President - Group Business Development, **Credit Management Consultancy Group & Managing Director, CMCresco Pte Ltd (Training & Consultancy Subsidiary)**
- **Finance manager mindset of entrepreneurship**, customer & value driven from the credit dimension approach
Guest speaker: **Dr. Steven Liew**, Managing Partner, **SL Training & Consultancy**
- Gauging credit risk and protecting corporate trade receivable through **credit insurance**
Guest speaker: **Ms. Thanarat Chintakananda**, General Manager, **Coface services (Thailand) Co., Ltd.**
- Understanding **legal and practical evasion** methods
Guest speaker: **Mr. Viroj Kaemkla**, Legal Manager, **International Research Associates (INRA) Ltd.**

Special! POST- CONFERENCE WORKSHOP (English Program)

Credit Control & Debt Collection (An Entrepreneurial Approach)

4-June-2009 (9.00-17.00 hrs.)

Led by Dr. Steven Liew, Managing Partner, SL Training & Consultancy

Introduction:

In order to be an effective collector, you need to have the heart of an entrepreneur. This course will help to provide you with an environment that stimulates proactive behavior in order to achieve greater goals for yourselves and your organization. By creating value for your organization, you will be amazed at the speed of career advancement. Real-current problematic debt cases will be analyzed and scenario solutions will be required of you and your training workshop team under the guidance of Dr Steven Liew.

Objectives:

- This course is designed to improve your analytical skills in collection and to provide you a variety of techniques in collection of debts.
- Provides a suitable environment to develop an entrepreneur's mind and to stimulate your inner strength to do more for yourself and your organization.
- Provides analysis of real-current problematic debt cases where multiple options are explored to help reduce the level of outstanding debts.

About Workshop Leader:

Dr. Steven Liew is a fellow member of the Chartered Institute of Management Accountants, UK and is a Chartered Accountant by profession. He has an Asia Pacific Executive MBA (for senior executives) from the National University of Singapore and a PhD in international finance with Rushmore University of USA.

Dr. Liew had worked in private sector companies, ranging from family-run businesses to multi-national corporations in South Asia and the ASEAN region. He has accumulated more than 23 years working experience in senior financial & operational management positions spearheading the profitability and growth of companies.

Dr. Liew had conducted various seminars for corporate clientele including Association of Credit Management Malaysia, CIMA, MIM, MIA, IBBM, Nestle, IQPC Worldwide Singapore, Proton Edar Malaysia, Brunei Investment Agency, SMIDEC, Ministry of Development Brunei, BICPA Asean Management Brunei, International Paint, RISDA, Sales & Marketing Training Forum Sri Lanka, and Shell Petroleum Brunei.

He is currently providing management consultancy and training specializing in credit management & debt recovery. Dr Liew also teaches courses in strategy, both business and financial.

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