



MACM
MALTA ASSOCIATION OF CREDIT MANAGEMENT

MACM WORKSHOP

MANAGING DEBTORS PROFITABLY

TARGETED FOR:

- ◆ Credit Managers
- ◆ Credit Practitioners
- ◆ Credit Controllers

Thursday, 24th October 2024

13:30 – 17:00



MACM Training Centre
Haz-Zebbug



+356 21423638



www.macm.org.mt



info@macm.org.mt





Fees:

€120 + VAT (€141.60) MACM Members

€180 + VAT (€212.40) Non-Members

Date: Thursday 24th October 2024

Time: 13:30 – 17:00 including 30 minutes coffee break

Employers can benefit from funding through the Investing in Skills Scheme:

<https://jobsplus.gov.mt/funding-employer/investing-in-skills>

Purpose

- To understand and discuss good credit management practices deployed to manage Accounts Receivable.
- To understand the principles of credit management and to implement them effectively in order to ensure sound cash flow and long-term profit.
- To discuss the challenges faced by the credit department.

This Workshop focuses on:

- The cost of credit
- Customer-focused Credit Management
- Using credit to our advantage
- Invoicing
- Monthly statements of accounts
- Managing overdue accounts profitably
- Why customers pay late?
- Minimising late payments and bad debts
- Credit information needs and best sources of information
- Managing and controlling credit
- Communication skills required by the credit practitioner



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Registration Form



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Managing Debtors Profitably

Date of Workshop: Thursday, 24th October 2024

MACM Training Centre, Mdina Bastions, Blk D, Office 1, N/S off Mikielang
Sapiano Street, Haz-Zebbug

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Please note that places are limited. Registrations are processed on first-come-first-served basis.

Substitution of participants will be accepted but cancellations or not showing up for the workshop will not be entitled to any refunds.

Name & Surname: _____

Company Name: _____

Address: _____

VAT Number (for invoicing purposes): _____

Tel/Mob Number: _____ **e-mail:** _____

Signature/s: _____ **Date:** _____

The personal data of the participants, including name, telephone number, e-mail address and other details are held by the MACM Training Centre for account and order administration, to facilitate better communication, for security purposes, and subject to the provisions of the GDPR and any other applicable law.

Bank Details

Bank of Valletta Plc, Zabbar MT17 VALL 2201 3000 0000 4001 1790 055 VALLMTMT