

IRISH  
creditmanagement  
TRAINING



# EXCELLENCE IN CREDIT CONTROL

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# EMPOWER YOUR CREDIT MANAGEMENT— MAXIMIZE CASH FLOW, MINIMIZE RISK

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Designed specifically for Credit Controllers and Credit Managers who are committed to excellence, this course provides you with the practical tools, strategies, and insights to transform your credit control function and deliver real results.

## WHY CHOOSE THIS TRAINING?

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- ✓ **Strategic Foundations:** Build a robust credit management process from lead assessment to collecting cash.
- ✓ **Actionable Insights:** Proven techniques to identify risks, set effective credit limits, and manage B2B accounts.
- ✓ **Finance & Sales Synergy:** Discover how to balance risk and reward while keeping customers satisfied—and paying.
- ✓ **Expert Guidance:** Benefit from Declan Flood's years of industry experience and real-world credit control expertise.
- ✓ **Peer Collaboration:** Engage with fellow professionals, share challenges, and gain practical solutions tailored to your role.

## WHAT TO EXPECT

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- ✓ **Date:** Wednesday, 10th September 2025
- ✓ **Time:** 9:30am – 12:30pm
- ✓ **Format:** Live & Interactive on Zoom
- ✓ **Who Should Attend:** Credit Controllers, Credit Managers, and finance professionals dedicated to best-in-class receivables management.
- ✓ **Investment:** €275
- ✓ **Special Offer:** Bundle with "Excellence in Collections" for €495

## PROGRAM HIGHLIGHTS

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- ☑ **Pre-Session Q&A:** Submit your toughest credit challenges in advance—get specific, actionable advice during the session.
- ☑ **Interactive Learning:** Participate in discussions and solution-focused activities designed for fast application.
- ☑ **1-to-1 Problem Solving:** Complex or unique issues? Schedule a consultation to ensure your questions get answered.

## KEY TOPICS COVERED

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- ☑ **Effective Credit Policies:** Simple, powerful guidelines for risk management—including high-potential, high-risk accounts.
- ☑ **Clear & Enforceable Credit Terms:** Ensure customers understand, accept, and adhere to your terms—and know how to act when they don't.
- ☑ **Opening New Accounts—Safely:** Proven checklists for screening, onboarding, and setting credit for new business customers.
- ☑ **Optimized Ledger Management:** Assign the right collection methods to every balance—inject energy and motivation into your team's approach.
- ☑ **Collaboration & Relationships:** Build effective relationships across finance, sales, and client contacts to streamline your process.
- ☑ **Handling Disputes & Queries:** Tactics to resolve issues fast—and how to prevent them from recurring.
- ☑ **Timely, Effective Follow-Up:** Develop routines for both internal and external follow-up that drive timely payments.
- ☑ **Dealing with Difficult Accounts:** Strategies to recover when accounts go off track—minimise legal action, maximize recovery.

## EXCLUSIVE BENEFITS

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- ✓ **Tailored Solutions:** Bring your real-life situations and get expert advice.
- ✓ **Templates & Tools:** Access ready-to-use templates and checklists for immediate impact.
- ✓ **Networking:** Expand your professional network with like-minded credit specialists.

## HOW TO REGISTER

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- ✓ **Book Your Place:** Take the next step to elevate your credit control results.
- ✓ **Bundle Savings:** Enrol in both “Excellence in Credit Control” and “Excellence in Collections” for only €495.

To register or for more information, contact

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**Take control of your ledger—become the results-driven Credit Controller or Manager your business needs. Secure your seat today and drive your credit performance to new heights!**