



# MACM

MALTA ASSOCIATION OF CREDIT MANAGEMENT

## **Practical Credit Management – *Protect Your Cash Flow & Profit***

### **Round Table Forum**

*Your unique opportunity for sharing and learning from others  
how to collect money effectively and timely from your customers*

**Thursday, 7<sup>th</sup> November 2019**  
**9:00am – 1:00pm**

### **Learning Outcomes**

*Understanding the risks and cost involved in granting/extending credit*

*The importance of customer-focused approach when managing credit to assist the sales team*

*Using credit to our advantage to maintain and increase market share.*

*Understanding the reason why customers pay late*

*Establishing effective ways to manage your Overdue Accounts effectively*

*Categorising credit customers in order to improve your cash flow and profit*

*Identify credit information needs and best sources of data*

*Using MACM services to grant and monitor customers /debtors effectively and efficiently*



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MALTA ASSOCIATION OF CREDIT MANAGEMENT

## **Practical Credit Management – *Protect Your Cash Flow & Profit***

### **Round-table Forum**

### **Half-day: 4 hours duration**

The MACM Round-table Forum, moderated by Josef Busuttil, MACM DG and FECMA President, is an innovative learning experience for credit controllers and credit practitioners to discuss Credit and Cash flow Management featuring problem-solving discussions. This set up allows all participants, hailing from various economic sectors, to sit around a table allowing the widest possible exchange of information, ideas and strategies.

A Certificate of Attendance will be given to the participants

A brunch will be served throughout the session.

### **Date:**

Thursday, 7<sup>th</sup> November 2019

Time: 9.00am – 1.00pm

### **Fees:**

MACM Members: €150.00 + VAT = €177.00

Non-Members: €200.00 + VAT = €236.00





## Practical Credit Management Round-table Forum Registration Form

<b>Name &amp; Surname</b>	
<b>Company Name &amp; Address</b>	
<b>VAT Number</b> <i>(For Invoicing purposes)</i>	
<b>Phone</b>	
<b>Mobile</b>	
<b>e-mail Address</b>	

**Date of Workshop:**

Thursday, 7<sup>th</sup> November 2019  
9:00 – 13:00

**Fees:**

MACM Members: €177.00 *incl VAT*  
Non-MACM Members: €236.00 *incl VAT*

*Cheques are to be made payable to:  
Malta Association of Credit Management.*

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

Signature/s: \_\_\_\_\_ Date \_\_\_\_\_

**MACM Training Centre 86/2, Triq ta' Mellu, Mosta MST 3785**

**Tel: 21423638**

**Fax: 21423640**

**email: [info@macm.org.mt](mailto:info@macm.org.mt)**

**website: [www.macm.org.mt](http://www.macm.org.mt)**

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