

Granting Credit Profitably

Round Table Forum – *sharing and learning from others*

Learning Outcomes

Understanding the importance of effective communication with the Sales people to understand better the market needs

The importance of using a Credit Application Form

Identifying critical clauses for specific industries to be included in the Credit Application Form

Credit Approval – analysing the credit worthiness of the prospective customers

Using the MACM Online System effectively

Invoicing – Timely, Accurate, Complete and Understandable

Making the Monthly Statements effective for cash collection

Half-day: 4 hours duration

The MACM Round-table Forum, directed by Josef Busuttill, MACM DG and FECMA President, is an innovative learning experience for credit controllers and credit practitioners to discuss Granting Credit Profitably 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 brunch will be served throughout the session.

Date:

Thursday, 21st February 2019

Time: 9.00am – 1.00pm

Fees:

MACM Members: €140.00 + VAT = €165.20

Non-Members: €200.00 + VAT = €236.00



Granting Credit Profitably Round-table Forum

Registration Form

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

Date of Lectures:

Thursday, 21st February 2019
9:00 – 13:00

Fees:

MACM Members: €165.20 *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

website: www.macm.org.mt

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.

Collection of Dues through the Law Courts

Round Table Forum – *sharing and learning from others*

Learning Outcomes

Understanding clearly when to institute a claim at the law court
Identifying the options available to recover debt through the Maltese courts
Establishing the applicable court relative to the claim amount
Learning the procedure of instituting a claim at the local courts
Establishing when and how to claim costs and late payment interest
Ascertaining how the fast track system works to recover debt through court – the Judicial Letter
Understanding what are court judgements, court warrants and enforcement procedures
Learning how and when to register Hypothecs
Identifying the rights of the creditor and the debtor

Half-day: 4 hours duration

The MACM Round-table Forum, moderated by Dr Daniel Buttigieg – Fenech & Fenech Advocates, is an innovative learning experience for credit controllers and credit practitioners to discuss Collection of Dues through the Law Courts of Malta, featuring problem-solving discussions. This set up allows all participants to sit around a table with every other attendee, allowing the widest possible exchange of information, ideas and strategies.

A brunch will be served throughout the session.

Date:

Thursday, 28th March 2019

Time: 9.00am – 1.00pm

Fees:

MACM Members: €140.00 + VAT = €165.20

Non-Members: €200.00 + VAT = €236.00



In collaboration with:





Collection of Dues through the Law Courts

Round-table Forum

This Round-table Forum will be moderated by Dr Daniel Buttigieg

Daniel Buttigieg joined Fenech & Fenech Advocates as a student in 2009, and started working for the firm after graduating in 2011. Both as a student and as a practicing advocate Daniel has always formed part of the local litigation team.

Daniel Buttigieg specialises in Dispute Resolution and Litigation where he represents local and foreign clients in front of both the local superior and inferior Courts of Justice. He also deals with litigation referred to the Malta Arbitration Centre and the various Tribunals established by law including the Planning Board and the EPRT. Daniel Buttigieg is specialised in General Civil and Commercial matters.

Daniel Buttigieg deals with all aspects of Real Estate and Property Law, including lease and sale, contract law, servitudes, emphteuosis amongst others. Daniel Buttigieg has also successfully appeared in constitutional cases in which his client's proprietary rights had been breached and is currently ranked as a next generation lawyer in real estate by Legal 500.

In collaboration with:



Collection of Dues through the Law Courts Round-table Forum

Registration Form

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