

WEBINAR
S.M.A.R.T. Collections

February 23, 2012

11:00 a.m. to 12:00 p.m. (EST)

You won't want to miss this dynamic, content rich, 90 minute Webinar to help you collect more money, quicker...and still keep your Customers!

- Master the three phases of the professional collection call
 - How to overcome ALL the excuses you hear for non payment
 - You will learn how to become assertive
 - Discover how to make your voice work for you, easier to understand and more *compelling* to your customer
 - Use the best negotiation techniques for collections
 - Highlights from: *"Everything I needed to know about collections, I learned at the movies!"*
- Bonus!** Discounts offered during webinar - as much as 50%!

About the Presenter:

Tim Paulsen is the author of "Paid in Full". He has delivered hundreds of training programs across North America as well as to clients in China, Egypt, India, Malaysia, Ghana, Dubai, Thailand, Jamaica, Bahamas, Indonesia and Singapore and others. He is the founder and managing director of The International Centre for Professional Collections, home of the PACE Program ©.



"As a Gold Advanced Toastmaster, I can't help myself - I am very picky about speakers - always conducting my own evaluation. Mr. Paulsen was fantastic. He was relaxed, exhibited great timing and demonstrated a wonderful way to get a message across to us. It was Impressive!

Thanks very much."
Carol Crouse, Credit Manager, Toronto

It's easy.
All you need is an Internet connection and speakers.

Register & Pay:

Space is limited. Register now at \$49.00 p.p.