

ON-DEMAND WEBINAR COURSES may be taken individually, or sign up for multiple for a discounted rate

Each education webinar is approximately 30 minutes in length, unless otherwise stated, and can be taken at your own pace.

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Credit Department Management

- 101 Things that Every B2B Credit Pro Should Know and Do (1 hour)
- Credit Department Policies and Procedures
- Time Management Tips for Credit Pros

B2B Debt Collection Best Practices

- Best Practices in B2B Debt Collection Part 1
- Best Practices in B2B Debt Collection Part 2
- Best Practices in B2B Debt Collection Part 3
- Best Practices in B2B Debt Collection Part 4
- Myths and Facts about B2B Collection

Financial Statement Analysis

- Basics of Customer Financial Statement Analysis
- An Introduction to Financial Statement Analysis
- Session 1: Credit Decision-Making
- Session 2: Introduction to Liquidity and Profitability Ratios
- Session 3: Leverage Ratios and Efficiency Ratios
- Session 4: The Balance Sheet and Income Statement
- Session 5: The Statement of Cash Flows and Financial Analysis
- Session 6: Applying Ratio Analysis to Credit Decision Making
- Session 7: Red Flags, and How to Make the Right Credit Decisions
- Session 8: Real World Examples of Financial Analysis
- Financial Statement Analysis – Summary

Credit Risk Management

- Credit Insurance – What Credit Pros Need to Know (1 hour)
- Export Credit Risk Management and Risk Mitigation
- How to Limit Bad Debt Losses
- How to Limit Your Risk of Becoming a Victim of Credit Fraud

Negotiation and Conflict Resolution

- How to Negotiate with Customers
- Conflict Resolution

Legal Aspects for B2B Creditors

- Antitrust Laws and their Impact on the Credit Department
- Laws and Rights that Benefit B2B Creditors

FEES:

- \$50 per course individually
- \$95 for any two programs
- \$135 for any three programs
- \$170 for any four programs
- \$370 for any eleven programs

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