

Managing bad debt

- The warning signs
 - “The cheque’s in the post”
 - Are you being paid a round figure or part of the invoice?
 - When are you paid – beginning/end of month
 - Industry “gossip”
 - History of directors (via Companies House)
- Managing bad debt
 - Good credit control – stick to your terms
 - Deposit/payment up front
 - Seek a personal guarantee
 - Are your customers reliant on one big client?

