

Stop Getting Ripped Off!

“Outsmart the Deadbeats and Collect Money Your Boss Was Ready to Give Up On”

Learn the simple, straightforward but **SHOCKINGLY EFFECTIVE** strategies you need to do it yourself time after time -- without hiring collection agencies, paying lawyers or losing customers ...

Dear Accounts Receivable:

In case you haven't noticed, it's a cold, hard world out there. Business is slow, the economy stinks and, today more than ever, your company needs to collect every cent its customers owe. All of which means your job just got a lot more important – AND a whole lot harder.

You're making more collection calls than ever – and hearing all the excuses:

“The check's in the mail.”

“I'm waiting for a big check from a customer.”

“I'm going to file for bankruptcy.”

“I never got your bill.”

“The person you need to speak to isn't here.”

Some of those excuses are true – especially today. But it's not the decent people who are down on their luck that make you crazy. You can work with them – and I'll even show you how.

No, it's the deadbeats who want to live large on YOUR organization's nickel that drive you nuts – exactly the ones we'll talk about in my fast-paced, fact-filled seminar I'm bringing to Statesboro on February 25.

“We used Glenn's technique and brought in over \$70,000 on small accounts in less than six months!”

Debbie Rose
Ashland Children's Clinic
Ashland, KY

You Know Who I'm Talking About

Pretty much every time I give this program (and I've given it over 1000 times) I hear the same story – about a client or customer who looks you straight in the eye and says they just don't have the money to pay you, even though they're wearing expensive clothes and a monster diamond ring... Then they turn around and drive off in their Cadillac.

Of course the details change – sometimes it's a Lexus and a gold chain so heavy they'd drown if they fell in a mud puddle – but you get the idea.

Getting those folks to stop lying and start paying feels great – and it's also what's going to keep your organization in the black and make you a star.

Take Them On and Win!

Look, I've been teaching people how to collect from both individuals and organizations for nearly 20 years. During that time I've studied every “paid in full” strategy known to

man – the good, the bad and the ugly – and culled the best for this presentation.

“Using Glenn's technique, I collected on a bad check for \$11,783 the day after his seminar!”

Sherry Smith
Baychem, Inc
Dallas, GA

If you're new to collections, you find it a real eye-opener. And even if you've been calling debtors for years you'll find strategies that will make you more effective, less stressed and a whole lot happier.

“I sent a 'package' to two of my past due customers using Glenn's special little 'twist'. Within hours, both called me. One wanted to settle an 18-month old debt **IN FULL. The other promised to make payment next Friday.”**

Allen McKenna
Appalachian Well Drilling
Abingdon, VA

Take a look at some of what we'll cover:

- How to take money directly from the debtor's checking account – without paying any fees
- How to get slow payers to pay on time without losing the customer
- Why you should never put a slow-payer on C.O.D.
- Why your slow-pay customer may actually be worth more to you than the ones who pay on time – and how to make them even more profitable.
- How often you need to send out statements – and why doing it on the wrong schedule is like ASKING people not to pay on time.
- The right person to pick up the phone as soon as a customer starts to fall behind. (You'll be pleased to learn that it's usually NOT you.)
- The most critical piece of information you need to get from new customers up front. Make getting it a habit and you'll never get stiffed again.
- The seven words you should NEVER say when collecting by phone
- When to negotiate with a debtor and HOW to do

over, please →

it right – including tips from world class bargainers like F. Lee Bailey and Winston Churchill.

- How to craft phone scripts and collection letters that work. Believe it or not, a few simple tricks with wording can make all the difference in the world
- EXACTLY what to say, how to say it, and even the best time of day to call.
- How to collect bad checks
- Plus much more

"Using Glenn's technique, I recovered \$9,000 from a company just before it went bankrupt!"

Greg Bowen
Bo's Pallets, Inc.
Adairsville, GA

Why THIS Seminar? My Experience and Your Convenience.

Flat out sick of feeling defrauded by people you've treated well?

Then you're ready to learn how to protect your organization, collect what you're owed, and defeat the deadbeats once and for all. But where? And from whom?

May I suggest the seminar I'll be holding in Statesboro on February 25

"Using Glenn's method, we collected \$2000 old invoice that was 17 years past due!"

Nancy Thweatt
Paducah Bank & Trust
Paducah, KY

Literally thousands of bookkeepers, office managers, and business owners have attended since 1991, and thanked me for the results they got by using my strategies.

We'll see you on February 25, 2010, at the
Holiday Inn, 455 Commerce Drive, Statesboro, GA 30458
We'll start at 8:00 a.m. and end at 12 noon

So when I say I'm experienced, I mean it – and I'm willing to back it up with this rock-solid

GUARANTEE:

If you aren't completely satisfied with the tools, strategies and tactics you learn during my seminar, I'll refund 100% of your tuition – no questions asked.

Plus, I'm bringing all that experience right to Statesboro – so you don't waste a drop of gas or minute of your time.

You'll get your money's worth many times over (as you can see from the comments by previous attendees.)

So there you have it – all the strategies, tools and techniques you need to get the folks who owe you money to pay ON TIME and LAUGH YOUR WAY TO THE BANK with the money your organization deserves.



P.S. If you've had it with people who've used your products and services and then refused to pay, you need this program.

P.P.S. **FREE Bonus #1:** While a few bucks here and there might not be a fortune, it adds up. So I'll give you 7 tips for collecting small accounts.

P.P.P.S. **FREE Bonus #2:** The reason people don't pay a \$5,000 debt is different from why they don't pay a \$50 debt. So I'll also give you 7 special tips for collecting large amounts.

YES, Glenn! I want to know how to boost my company's cash flow by speeding up slow payers without losing customers, get paid by deadbeats who aren't really customers anyway, never get stuck with a bad check again, and make myself a Superstar for doing so! I understand that my satisfaction is 100% guaranteed or my money back.

Name _____

Company _____

Address _____

City/St/Zip _____

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Email _____

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Mail this reservation to:
Small Business Development Center
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