

The Administration Office
The ABFA
Boston House
The Little Green
Richmond, TW9 1QE

Please return to:



“Very interesting course...”

“Really excellent course.”

“Good presentation, enjoyed
the case study work.”



ABFA

Cashflow and Credit Management Course

20th May 2009
LONDON

ABFA

Tel: 020 8332 9955

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Website: www.abfa.org.uk



BOOKING FORM

Cashflow and Credit Management

MCR, 43-45 Portman Square, London, W1H 6LY
20th May 2009



PRESENTERS

DETAILS

Who should attend? The course is aimed at Client Managers, Risk and Operations Managers and new and existing sales staff. The course is appropriate at all levels from new to senior staff.

What students will learn: The course will focus on managing new clients at the take-on stage, understanding the business' financial position and dealing with changes in client lifecycles.

Course content: Credit Management approach to:

- Taking on of new clients
- Meeting client expectations
- Dealing with changes in client lifecycles
- Maximising client retention
- Collection strategies
- Different sector approach
- What to expect
- Collect outs and fees

Cashflow Management:

- Construction of the model
- Link to accounts and actual position
- Understanding the business
- Effect on Invoice Discounting
- Cash spikes, timing issues
- Practical application and using the model to manage the client so that forward decisions can be made

Duration: 1 day

Date & Location: The course will be held at MCR, 43-35 Portman Square, London, W1H 6LY.

Full details and directions will be sent to delegates on registration and are also available from our website
www.abfa.org.uk/publicdb/select_event.asp
Registration will be at 8:45am for a 9:00am start and will close at 5:00pm.

Andrew Stoneman, MCR

A founding Partner of MCR, Andrew Stoneman is a corporate recovery and turnaround specialist with more than 17 years' experience. He has worked on assignments for all the major clearing banks, asset based lenders, factoring companies and many international law firms and developed strong relationships with lenders and professional advisers for the quality of his work. In 2001, 'The Lawyer' magazine cited Andrew as one of the top 10 "up and coming" corporate recovery professionals in the UK. Having undertaken a broad range of assignments, Andrew's main focus areas are corporate turnaround and investigations. Andrew has gained a strong reputation for his work with asset based lenders and factoring companies.

His work with factoring companies has involved numerous forensic assignments and providing evidence in Court. Andrew is chairman of the Moores Rowland International UK Business Recovery Group, an Associate of Chartered Accountants, a member of the British Association of Hotel Accountants and a licensed UK Insolvency Practitioner.

David Grier, Active Receivables Management

David Grier is a Partner of MCR and Managing Director of the firm's receivables management service, 'Active Receivables Management'. David has spent more than 22 years working in the financial services and asset based lending sectors in roles which include, Operations Director at HBoS Cashflow Finance and Head of Client Relations at Royal Bank of Scotland Commercial Services. David holds an MBA and has practical experience of implementing Customer Relationship Management processes and specialises in leading change and delivering operational turnaround. He also provides non-executive director support to growing and developing companies.

Maximum numbers: 25

Dress code: Smart casual

Cost: £325 Members
£490 Non-Members
(This includes course material and refreshments.)

Contact Name _____
Company _____
Address _____
Postcode _____

Telephone _____
E-mail _____

Delegate
Name _____ Job Title _____
Email _____

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Name _____ Job Title _____
Email _____

A pre-assessment questionnaire and joining instructions will be sent directly to delegates. These documents are also available on the website. Course material will be given out during the Workshop.

Bookings and Payment

	Per Person
Fee	£
Total Payment enclosed	£

Please make your payment payable to:

ABFA Educational Foundation

Note: no VAT is applicable for ABFA Educational Foundation courses

Cancellation policy for Day Courses

- Any changes or cancellations to bookings must be made in writing (email is acceptable).
- All cancellations must be received at the ABFA 45 days before the start of the Course to qualify for a full refund.
- Written cancellations 30 days before the start of the Course will be subject to a 50% refund.
- No refund is possible for any cancellations made after 30 days from the start of the Course.
- We are happy to welcome a substitute attendee at any time.

Consent Clause

I hereby give my explicit consent (and have obtained the explicit consent from the people I have named on this form) to the ABFA Limited, and any data processors they may use processing the personal data provided on this form, for the purposes set out at the beginning of the form.