

Credit Risk Assessment

A training course designed for anyone who extends lines of Credit and requires new tools to make intelligent credit decisions, in today's challenging marketplace.

If you are extending lines of credit you must make sure your new and existing customers are in a position to meet their commitments.

Are your customers good for the credit line you are extending to them?

Could you give them more? Are there signs of overtrading?

When Companies close down is the balance at the lowest or highest level?

This course is unique as it focuses on the figures and other non financial factors that should be taken into account but often aren't.

On completion of this three hour course participants will bring new tools back to the workplace to enable meaningful assessment of new and existing customers.

You will know the 10 things you must do in every instance

You will learn how to create your own scoring models.

You will be able to access various techniques to reduce exposure and retain the business.

Have an objective methodology for assessing any business.

Know the non financial factors to be taken into account.

All delegates will leave with tools templates and criteria for setting and updating lines of credit.

Jurys Hotel, Croke Park – 16th June 09

Courses run from 6.30 p.m. To 9.30 p.m.

Cost of the Three hour Programme €95
Fee also includes all handouts, parking etc etc.

Trainer Profile:

Declan Flood FIICM, Chief Executive of the Irish Institute of Credit Management, has over 20 years hands on Credit experience in Credit control and Credit Management with major National & International Companies. He explains new and imaginative approaches you will find really helpful and relevant to your job after the course.

Course Booking Form

Name: _____
(Please copy form if more than one delegate)

Position: _____

Company: _____

Address: _____

Phone No: _____ E Mail: _____

Course Title: _____

Course Date(s): _____

Course Venue: _____

Remittance enclosed for: € _____

Please send Invoice quoting Order Reference

Cheques to be made payable to "Irish Credit Management Training"
Invoice will be issued on receipt of payment. Training is subject to 0% VAT.

There is a 10% discount for the second and subsequent participants from the same company.