

"CASH IS KING"

Order to Cash Process

Upcoming Webinar

Presenter: Bart Frankel

March 15, 2023
9:00 – 10:00 AM CDT

Attendance Fee:

- \$65 for MSCCM Members
- \$79 for Non-Members

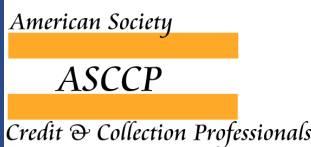
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The 11 Step Process for Effective & Efficient "Sales-to-Cash Success"

Many people are surprised that Order to Cash is the 'true' collection process for most companies. It is!!!! You will learn the eleven step process of Order to Cash showing you how each step done correctly which will have a positive impact on your over dues. I.e. on the third step "contract payment terms and conditions". Do you know, if the legal department signs a contract for 60 day payment terms vs. the company's policy of net 30 days? Or the ninth step "Cash Application". Often companies don't apply payments timely or not at all, force the customer not to pay until cash application on their account is up to date. Neither of these two step examples are necessarily under your direct control and this webinar shows how to control them.

Meet your Speaker: *Bart Frankel* has over 21 years of experience with Raytheon Technologies, formally United Technologies, in accounting function. The last 10 years was spent in credit and collection at Pratt & Whitney, reducing overdue receivable by \$400 million dollars. Bart uses his holistic approach, by empowering associates to help solve upstream business problems that are delaying customer payments.

WEBINAR REGISTRATION

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