

# ONLINE WEBINAR

## The Art of Getting Paid



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## JOIN OUR NEXT WEBINAR

This exciting fast paced webinar will demonstrate the skills needed to maximize cash flow and reduce past due balances.

Barry Elms will discuss:

- Understanding the value of effective collection skills.
- The keys to confident collections.
- 3 ways to communicate effectively in collections.
- How to effectively profile you past due customers.
- How to prioritize your collection calls
- 6 ways to motivate past due customers to pay today!



**Presenter: Barry J Elms**

*President of Strategic Negotiations  
International*

**WEDNESDAY,  
JANUARY 24, 2024**

**9:00 AM - 10:15 AM CT**

- \$79 for Members
- \$99 for Non-Members

Each connection will be charged to join the program. Unlimited attendees connecting from a single connection will be charged just one fee.

You will receive webinar access instructions and handouts the week prior to the Webinar.



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