

Discover how to implement a best-in-class receivables management system.

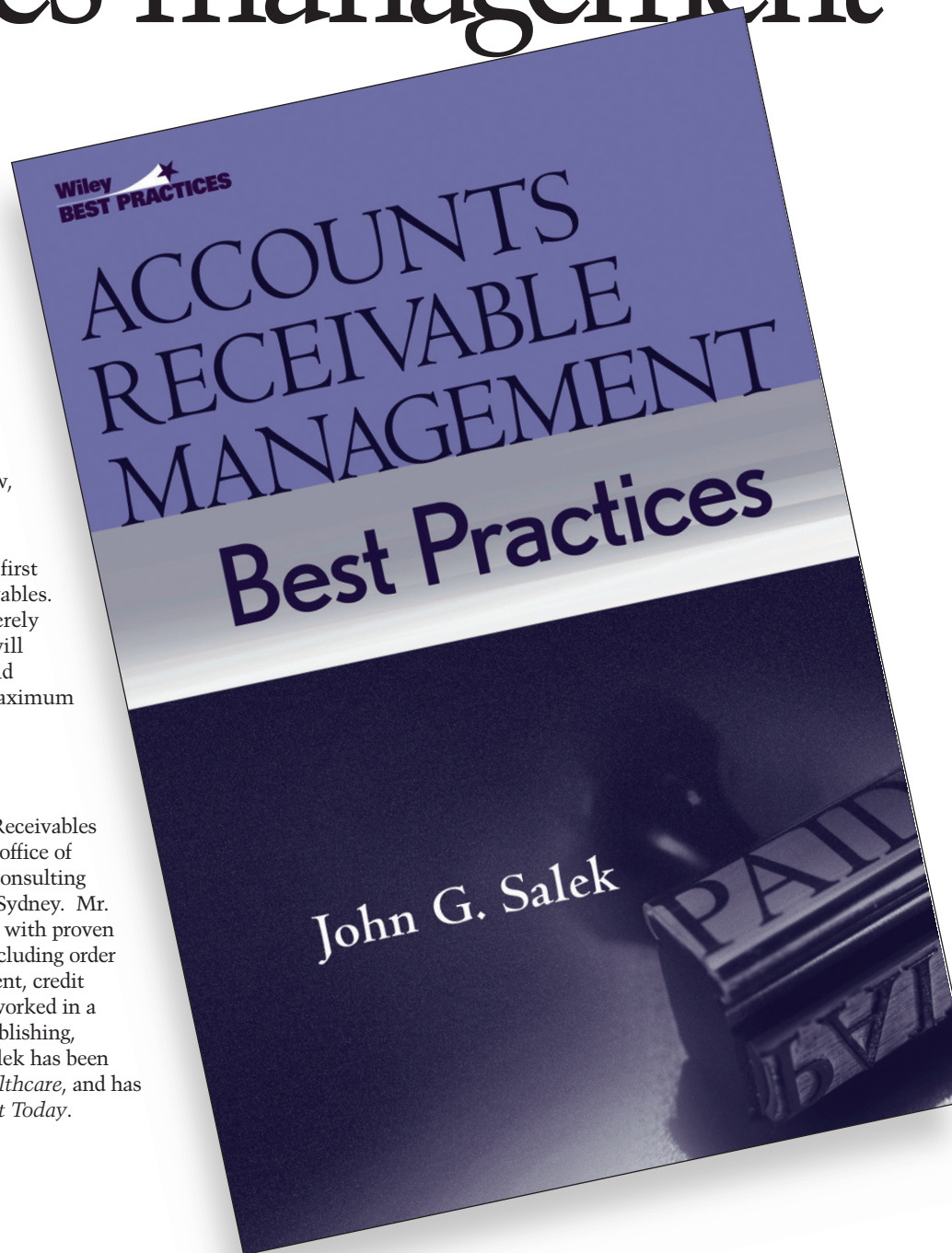
The vast majority of companies must sell on credit to be competitive, but they cannot afford to finance a large receivables asset, incur significant bad debt loss, or spend large amounts of money to manage this asset. Interest rates are low now, but as they rise it will be more expensive to finance receivables, and customers will stretch payments as much as possible to minimize their borrowing cost. The time to improve management of this critical asset is now, before interest rates rise further.

Accounts Receivable Management Best Practices addresses best practices for managing what is the first or second largest asset of most companies, Receivables. Managing this asset cannot be optimized with merely the best software or the best process. This book will provide proven best practices, backed by real-world examples, to show companies how to generate maximum efficiency for their receivables.

About the Author

JOHN G. SALEK is the National Practice Leader, Receivables Cycle Management, located in the New York, NY office of Parson Consulting, a large financial management consulting firm with offices throughout the U.S. Europe, and Sydney. Mr. Salek is a highly experienced financial professional with proven performance in Receivables Cycle Management including order and contract processing, billing, dispute management, credit control, collections and cash application. He has worked in a broad range of industries, including Healthcare, Publishing, Manufacturing, Distribution and Software. Mr. Salek has been quoted in the *Wall Street Journal* and *Modern Healthcare*, and has contributed articles to *Business Finance* and *Credit Today*.

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