

Debt Recovery and Management

Have confidence you can get paid.

Even profitable business can go bust. Making sales and having money in the bank is not the same thing. Until you collect the money you cannot spend it.

Debtor Assist

At various periods (and especially in tighter economic times) businesses notice that their customers can take much longer to settle their accounts. **It's your money but not in your bank account.**

For many businesses getting payments from customers is a major pain – sending reminders, cashing payments, tracking 30, 60 and 90 day accounts while apologizing to suppliers for late payments. It's a scenario all too familiar and one every business can do without.

Chasing slow payers is something that not all people are comfortable doing, especially not wanting to offend "good customers".

With SBS Debtor Assist we handle your customer the way you would wish – with tact, but with enough firmness and persistence to get the result you want, i.e. your money in your bank account.

Also with SBS Debtor Assist service we can qualify debtors for you by providing you with information on the credit risk associated with new businesses as well as existing ones.

Debtor Funding

Why wait weeks, or even months, for your outstanding invoices to turn into money in the bank? Turn outstanding invoices into money in the bank.

Unlike traditional lending, Debtor Funding can enable your business to access funds on the strength of your sales – rather than being constrained by the borrowing capacity of "bricks and mortar security". Imagine if the majority of your customers paid you on the day you invoiced them – that is what Debtor Funding delivers, most of the cash on the day you invoice.

Benefits to YOU:

Property is NOT required as Security – keep personal assets separate from business commitments

Fund Growth – a more flexible line of credit – funding grows as business grows

Provides a higher level of funding against business assets than traditional bank facilities

Avoid expensive settlement discounts with customers

Enables you to have better negotiations with suppliers – discounts

Re-finance restrictive traditional bank facilities
Increased control over your business:-

- > More certainty about the timing and level of cash inflows
- > Easier to plan for future purchases and other expenditures
- > Improves your capacity to effectively budget.