

Query Management: Sales letter to accountants to encourage them to contact Query Management about credit control services for clients.

© Query Management Ltd

Help your Clients Get Paid Sooner

Good cash management has always been fundamental to business success, but in today's climate, it's more important than ever to make sure your clients are in the strongest possible position.

Our proactive credit management services and training help businesses get paid sooner and can make the difference between survival and failure.

The Problem of Delayed Payment

A 2008 report from Leeds University's Credit Management Research Centre highlights the problem:

"The impact of delayed payment could be devastating for some businesses...Chasing payment puts a strain on the owner-manager, whose attention and time is diverted away from business strategy... Survival can be put at risk... Surveys by Insolvency Practitioners indicate that problems with cash-flow or working capital management and bad debts are the primary reasons that small businesses fail."

Too Little, Too Late?

How often have you found that clients listen carefully to your advice about the importance of cash-flow, but fail to take any action?

SMEs often find credit management a real struggle. They are reluctant to chase payments for fear of losing contracts, they can't afford to employ a specialist, and operational pressures routinely push credit control to the bottom of the priority list. Without practical support and expertise, action is often too little, too late.

Provide a Practical Way Forward for your Clients

I'm asking therefore that you consider putting us forward to your clients.

In return, you'll see the businesses we work with become stronger and more sustainable within months – with obvious benefits for your own business. The enclosed leaflet gives you more details on exactly how we work.

I'm a member of the Institute of Credit Management, with extensive experience gained working for multinational companies. You can be confident that my team and I will treat your clients and their customers professionally at all times.

If you'd like your clients to get paid sooner and have more time to focus on their businesses and their customers, please call me, Chris Gibbons, on 01625 878198.