

# ESSENTIAL OF DEBT COLLECTION TACTICS AMIDST MARKET CHANGE

Norris Chan  
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Language: Cantonese

Hong Kong enterprises are currently experiencing a transformation in their economic structure. As the city sees a substantial outflow of its workforce and an influx of numerous talents and enterprises, the global trade landscape is undergoing a shift. In face of both opportunities and risks surrounding the market shift, Hong Kong enterprises are deemed necessary to keep up with the changing post-pandemic economic recovery and market trends. Amid the transition, the key operational concern is how to select partners properly and manage accounts receivable.

This seminar will utilize iQor RMS's global collectability index and its exclusive big data analysis to provide insights on enterprise risk management and current market conditions. It aims to provide businesses of all sizes with valuable techniques to prevent the risk of overdue accounts receivable and explore effective strategies for addressing international trade debt issues.

## Outline :

1. 2023 "iQor RMS Collectability Index" of global major industries
2. iQor RMS Big data analysis of global enterprises' payment capabilities and trends
3. Current situation of Hong Kong enterprise's account receivable
4. How to collect payments without being affected by changes of corporate personnel
5. The latest debt collection techniques in the market
6. Enhance the accounts receivable collection process
7. Other efficient and cost-effective debt collection solutions

## Language:

Cantonese

## Date and Time:

13 Mar 2024 (15:00 to 17:30)

## Fee:

Booking through RMS:  
only HK\$380 per person

## Venue

Chamber Theatre, 22/F United  
Centre

## Speaker(s) :

**Norris Chan, Senior Consultant – Receivable Management Services (HK) Ltd**

Norris Chan has over 30 years of hands-on experience in the debt collection industry. As a veteran debt receivable practitioner, Norris and his team have managed cross-border portfolios exceeding billions of US dollars in various industries including finance, telecommunication, and manufacturing. He is a popular speaker and has conducted over a thousand seminars in Greater China. His clients include Canton Trade Fair, ET Business College, HKU SPACE, etc.

BOOKING FORM (Fax: 2201 8288) -----

## **Essential of Debt Collection Tactics Amidst Market Change**

Enquiry: Wing Lau      Tel: 2201 8296      wing.lau@iqor.com  
Company:

Contact Person:      Tel:      Email:

Name of attendee: Mr/Ms      Position:      Email:

## **PAYMENT BY**

☐ Cheque:      HK\$      (payable to **The Hong Kong General Chamber of Commerce**)

Please post to **Ms Cathy Chan, HKGCC, 22/F United Centre, 95 Queensway, HK**

☐ Cash Deposit/Transfer to HSBC A/C:500-166897-838      (please fax the payment slip to **Cathy Chan at 2821-9582**)