



Norris Chan
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General Manager - Business Information, Nova Credit Ltd

Language: Cantonese

No matter what field you are working in, a corporation will always be involved in both buying and selling activities in different business processes. Any of the roles may encounter trade risks. Therefore, it is important to know how to prevent and manage these risks.

In this seminar, speakers from IQOR RMS - one of the world's leading debt recovery providers and Nova Credit - a global business information supplier, will share their insights on the current global business environment. They will also advise some approaches which can be used to analyze the background and latest situation of the counterparty. Furthermore, speakers will explain how to use big data to assess trade risks and prevent bad debt risks, as well as manage every transaction effectively.

Outline :

I. The recent situation of global supply chain

1. What happened to the supply chain during the pandemic?
2. The latest challenge in the supply chain

II. How to leverage business intelligence (BI) in vendor evaluation

1. Why is it important to do supplier evaluation?
2. Understanding the suppliers' background and latest status
3. Various ways and competence of BI
 - Rating
 - Compliance/ Sanction check
 - Patent, registered trademark
 - Patent due diligence report

III. Effective big data analytics tools for analyzing global buyers' payment capabilities and trends

1. "Bad debt collectability index" on 17 major global industries
2. Global impacts of anti-epidemic measures
3. Bad debt calculator
4. Debt scan

IV. Effective accounts receivable management solutions and techniques

1. Debt recovery solutions of different regions
2. Creating "credit case folder" for your clients
3. Key challenges of first-party debt collection
4. Strengthening your risk management team/ outsourcing service providers
5. Dos and Don'ts

Language:
Cantonese

Date and Time:
17 Aug 2023 (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.

Calvin Ho, General Manager - Business Information, Nova Credit Ltd

Calvin Ho is responsible for HK sales and operation team with focus on business information solutions in Nova Credit Ltd. Prior to joining Nova Credit Ltd, he was the General Manager of CRIF Hong Kong Ltd, a sister company of Nova Credit. Calvin has been working in the business information industry for more than 20 years. He has been working to explore business opportunities in the field of credit evaluation, supplier due diligence and KYC compliance in both Hong Kong and Macau market and has built up an extensive business network with end customers and industry practitioners.

BOOKING FORM (Fax: 2201 8288)

Effective Trade Risk Management Practices for Buyers and Sellers of All Industries

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**)