



Get Rid of Credit Management Crisis by Monitoring Global Bad Debt Risk Precisely

Norris Chan

Senior Consultant – Receivable Management Services (HK) Ltd

Language: Cantonese

The anti-epidemic measures are being further relaxed, the Central Government and the HKSAR Government advocate the business community to look for business opportunities around the world for economic recovery. However, after having the Covid-19 situation lasted for three-year the international business is now facing unfavorable factors such as multinational trade wars and the Russia-Ukraine war; the global economic order has already been distorted. The challenge to find customers and the difficulty to collect relevant data of potential business partners also increase the risk on accounts receivable for many businesses. In addition, the ESG (environmental, social, and corporate governance) management concept also has strict requirements on debt risks monitoring. Hence, it is important for businesses to monitor global bad debt risks precisely.

In this seminar, speaker will share the IQOR RMS's global recovery experience and its exclusive big data analysis from the perspective of the latest global economy in the world (including China, Britain, the United States, Japan, ASEAN, and the European Union), help participants to define the financial status of their target partners; hence, to monitor and reduce the bad debt risk effectively.

Outline :

1. RMS 2022 "Collectability Index" of 17 key industries in major countries
2. The current greatest risk element of accounts receivable recovery
3. Big data analysis of recent payment capabilities and trends of buyers in various countries
4. Identify the operational risks with customers and partners prior to cooperation
 - Underlying Risk
 - Moral Hazard
5. How to avoid loopholes in the establishment of credit model
 - Sign a "good" contract
 - Mandatory preliminary work
 - Do's and Don'ts
6. How to set up credit terms and limits
7. Other efficient and cost-effective solutions

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.

Language:

Cantonese

Date and Time:

24 March 2023 (15:00 to 17:30)

Fee:

Booking through RMS:
only HK\$380 per person

Venue

Chamber Theatre, 22/F
United Centre

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

Get Rid of Credit Management Crisis by Monitoring Global Bad Debt Risk Precisely

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

Company:

Contact Person:

Tel:

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Name of attendee: Mr/Ms

Position:

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



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