In recent years, small and medium-sized enterprises (SMEs) have faced challenges due to restructuring in the global industrial chain, resulting in an increasingly unpredictable market. Externally, SMEs are confronted with risks such as trade protectionism in various countries, geopolitical conflicts, currency exchange rate fluctuations, and rising tariffs imposed by the United States. Internally, they experience issues such as the loss and transfer of labor and talent, changes in trading partners, and operational uncertainties. Many SMEs frequently report difficulties in acquiring new business, allocating suitable manpower, managing high operating expenses, and collecting accounts receivable. Some are even hesitant to pursue new business opportunities due to concerns about insufficient manpower to meet increased demands.

This workshop focuses on business risk management, cost control, and the current market environment. Through an analysis of global accounts receivable recovery trends and IQOR RMS's exclusive global database on bad enterprises, the workshop aims to help businesses of all sizes mitigate the risks of overdue accounts receivable. Additionally, it will explore various operational strategies employed by successful companies in today's challenging market.

Outline :

1. Market Review in 2024 and Outlook in 2025
   - "Collectability Index" of 17 major industries in major countries around the world
   - IQOR RMS big data analyzes the payment capabilities and trends of global enterprises; The current maximum risk element of accounts receivable recovery
   - The current maximum risk elements situation of accounts receivable owed to Hong Kong enterprises
2. Recommendations for efficient market operations and risk management
   - How to reduce risks when there is a shortage of staff;
   - Master the latest efficient techniques of risk monitoring in the early stages of business operations;
   - Advance collection techniques
3. Efficient Accounts Receivable Management Methods
   - Common, practical and effective solutions in the market
   - IQOR RMS's efficient accounts collection solution
   - Other effective and cost-effective solutions

Language:
Cantonese

Date and Time:
26 March 2025 (15:00 to 17:30)

Fee:
Booking through RMS:
only HK$420 per person

Venue
Chamber Theatre, 22/F United Centre

Learning Outcomes:

- Understand the global market trends in 2024 and 2025, including key risk factors affecting accounts receivable recovery
- Learn practical strategies to reduce business risks, especially during staff shortages, and improve operational efficiency
- Explore cost-effective and practical solutions for mitigating overdue receivable risks and enhancing cash flow management

Speaker(s) :

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

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**)*