

# Effective Credit Strategy and Overseas Debt Collection Techniques Amid COVID-19 Pandemic

Language: Cantonese

Speaker:

**Norris Chan**

Consultant, Receivable Management Services (HK) Ltd



Global economy is suffering unprecedented impacts from the escalating international trade tensions and the coronavirus pandemic outbreak, and enterprises of all sizes have been struggling for several months under this "storm". With the pandemic situation gradually easing, countries are finding ways to resume their normal economic activities. In this unprecedented business environment, proper credit analysis and financial management to avoid bad debts and achieve profit gains is a major concern for small and medium-sized enterprises.

In fact, even disregarding the impact of the pandemic outbreak, the repayment ability of businesses across various industries in some traditional industrialized countries, including China, the United States, Germany and Italy, has been declining year after year, according to iQor RMS Collectability Index which classifies the successful bad debt collection rate of different industries/countries and showcases the debt collection performance and trends. Within 17 major industries, almost 70% of the debtor companies can only repay 30% of the delinquent debt payment due to different reasons. The decline in debt collection performance is getting worse in recent years. This seminar will explore strategies on default risk warning and debt recovery management for international trades, by integrating risks forecasts and market researches, through the application of iQor RMS Big Data Analytics and global debt collection experiences.

## Content of seminar:

1. iQor RMS Collectability Index of 17 major industries around the world
2. iQor RMS Big Data Analytics of global debt collectability and trends
3. How to get a more thorough grasp on the operational risks of business partners before and during business cooperation
4. Things to be aware of in the receivable cycle
5. How to set up a receivable management framework and identify danger signals during collection process
6. Effective debt recovery processes, practices and techniques

## Speaker(s) :

### Norris Chan, 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, Chan and his team have managed portfolios exceeding billions of US dollars. He is a popular speaker and has conducted over a thousand seminars in Greater China.

## Language:

Cantonese

## Date and Time:

17 July 2020 (15:00 to 17:30)

## Fee:

Booking through RMS:  
only HK\$380 per person

## Venue:

HKGCC Chamber Theatre  
22/F United Centre

BOOKING FORM (Fax: 2201 8288)

疫情大流行下的信貸策略與海外追債技巧

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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**



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