

如何有效減低壞賬？

運用「了解你的客戶」及「壞賬催收率」指引



講者：

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大多數出口商和企業都渴望達成更多的生意，故此他們經常忽略「了解你的客戶」(KYC)的程序(也稱為「盡職調查」)。根據估計，因為沒有經過KYC流程處理而導致追討欠賬失敗的個案超過20%。此外，公司沒有調查其交易夥伴可能會令其無意中被懷疑參與洗錢活動或欺詐案件。是次本研討會上，講者會探討如何有效地運用「壞賬催收率」指引，以減低追收壞賬失敗。

本研討會適合：

負責合規管理、信用管理、應收賬款或追收賬款的企業經理人

大綱：

- 為什麼 KYC 是追收賬款最重要的基礎？
- KYC 最佳實踐
- 如何使用最低成本執行KYC？
- 如何使用「壞賬催收率」指引
- 個案研究分享

講者：

羅立基 — 發佈天下有限公司總裁

羅先生在商業大數據管理，徵信應用，合規管理和信息技術方面有超過30年的經驗。此前，他曾在世界領先的商業信息提供商擔任領導職務，包括湯姆森路透亞洲的董事總經理，鄧白氏香港和台灣的總經理。羅先生經常在大中華地區的媒體，學術機關和行業研討會議上發表演講，重點討論徵信和合規管理。

陳有德先生 — 美國歐文氏商業顧問(香港)有限公司拓展部副總裁

陳先生累積逾30年商賬管理經驗，曾帶領團隊處理超過共逾百億的賬務，具有豐富催收實戰經驗。陳先生亦是一位資深的商賬管理學講者，於中港台培訓次數逾800次。

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

What can be done to mitigate loss from collection failure?

如何有效減低壞賬？

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

Company: _____

Contact Person: _____

Tel: _____

Fax: _____

Email: _____

Name of attendee: Mr/Ms _____

Position: _____

Email: _____

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What can be done to mitigate loss from collection failure? "Know Your Customer" & the use of "Collectability Index"



KYC
KNOW YOUR
CUSTOMER

**** This talk will be conducted in Cantonese 本講座將以廣東話進行 ****

Speakers:

Alexander Lo, CEO, FaBuTX Ltd

Norris Chan, Assistant Vice President, Receivable Management Services (HK) Ltd

Most exporters and traders are eager to do more business, and often, they skipped the Know Your Customer or KYC process (also known as due diligence). The absence of KYC process is estimated to cause the failure of over 20% of collection cases. Besides, company may be unintentionally involved in money laundry or fraudulent cases if the company does not check its trading partners. In this seminar, speakers will discuss how to effectively use the Collectability Index" to reduce the failure to recover bad debts.

Who should attend:

Corporate managers responsible for compliance, credit management, account receivable, or collection

Outline:

- Why KYC is the most important base for collection of bad debts?
- Best practices of KYC
- How to use the lowest cost to do KYC?
- How to use the "Collectability Index"
- Case study sharing

Speaker(s)

Alexander Lo, CEO of FaBuTX Ltd

Alexander has over 30 years of experiences in business information management, compliance, credit management and information technology. Previously, he has held leadership positions in the world's leading business information providers, including Managing Director of Thomson Reuters Asia, and General Manager of Dun & Bradstreet (D&B), Hong Kong and Taiwan. Alexander is a frequent speaker in media, academic institutions, and industry seminars & conferences across Greater China, focusing on compliance & credit management.

Norris Chan, Assistant Vice President – Receivable Management Services (HK) Ltd

Norris Chan has over 30 years of hands-on experiences in the debt collection industry. As a veteran debt receivable practitioner, Norris and his team managed portfolio exceeding billions of US dollars. He is a popular speaker and has conducted over 800 seminars in Greater China.

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