



2010
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Newsletter

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Ledger Cleansing - Start 2010 Afresh



Reduce your risk and finally sort out those accounts constantly being carried forward from year to year! Let LPL review your current sales ledger. Our new service can look at your Age of debt and credit check your current or delinquent customers, give you a full report on the credit worthiness of your customer base, recommend action on slow payers and initiate our proven collection services. LPL also offer other Credit Management facilities which can include: bulk mailing of statements and demand letters in your own name, or bulk reminders/demands as a third party. Please contact us on 020 8597 2229 and allow us to give you a quote for any of the above services. For more information please contact Gavin Levene.

THURSDAY 25TH MARCH 2010

An important date for your Diary. LPL's next training day for 'Commercial Debt Collection'. Following our very successful training day in November 2009 at the Holiday-Inn Conference Centre Ilford, we were pleased to be asked by many that could not make the date when another course would be available. From the great feed-back of those clients that did attend, we are now filling places from requests to send other directors and credit control staff. We hope that all those that attended in November enjoyed the day and took back some good ideas to assist in your in-house collection. Like us we hope you also enjoyed the opportunity to meet some of the LPL team and put 'names to faces'.

The course includes:

- Enhancing In-house collection policies and procedures
- Understanding the legal differences between Commercial Businesses
- Telephone Collection Techniques, including real time examples and some entertaining role-play
- Real time debt examples
- Question and Answer session

To reserve a place or for more information contact our office or simply Email slewis@lplgroup.com

Costs remain the same as 2009.
£195.00 plus vat. per delegate and
£146.00 plus vat for second and
subsequent delegate(s).

Answers to some frequently asked questions

Our most frequent question in 2009 When do I instruct LPL?

The answer is simpler than we often think. The problem tends to be the self-made obstacles that we, as suppliers, put in our way, and not simply the debtor delaying payment.

For example: Being too mindful of safeguarding the relationship with the customer even though they are beyond 90 days! The 'debtor' is a friend of the director. We have never actually agreed the small credit note for the damaged goods etc.

Proactive chasing using LPL as an integral tool within your own Credit Policy will ensure that customers respect your payment terms. It is important that you create, as soon as possible, a no-nonsense approach to cash collection. Customers respect a firm policy as it reflects the professional standing of your product or service.

Of course not all your customers are intending to evade payment however we are operating Credit Control and LPL is here to assist in the controlled management of your cash flow.

2009 has been a tough year so it is more important than ever that you continue to evaluate, re-evaluate and monitor ALL customers for 2010 to reduce your risk.

Once you have completed your internal chasing procedures in accordance with your Credit Policy you will then have a clear route and time scale to instruct LPL.

'Sooner rather than later' identifies problems, sorts out credits and queries and gets the cash into your bank.

LPL Hits the 'Credit 100'



LPL were delighted to appear in the prestigious 'Credit 100' List, compiled each year by the leading publication in the Credit Industry 'Credit Today'.

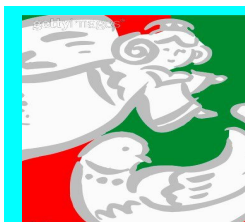
Politicians, bankers, judges, creditors and collectors nestle alongside money advisors, regulators and industry pundits and critics and are named for their impact across the credit industry in 2009.

Stephen Lewis, a director of LPL, came four places behind Mervyn King, governor of the Bank of England and four places in front of Lord Mandelson!

We were delighted to be named for our support of SME and larger clients regarding our efforts to ensure that if Directors of Limited Companies, in debt, were in any way operating outside the Companies Act and other statutes, all right and proper steps were taken to ensure correct liability for the debt. We were also mentioned for the delivery of our credit management training, particularly to small businesses.

Factoring Services

If you are currently using a factoring service or think that it could be useful for your company or you are near to renewal, please contact Alan Levene on 020 8597 2229 alevene@lplgroup.com. Quotations are completely without obligation and we are confident of some very competitive costs.



**THE DIRECTORS AND STAFF AT
LPL WISH ALL OUR CLIENTS A
HEALTHY, HAPPY, PROSPEROUS
AND PEACEFUL 2010**