

What is the YRH Credit Control Workshop?

Using YRH Best Practice to :
**Get Paid by Customers On Time Every
Time & Boost Your Cash flow**

The 4 Sessions of the Workshop (+ extra support if needed)

Review

We work with the business owner and credit controller to understand and capture their existing credit control process from T&C's to bailiffs. We then compare their process to the [YRH Best Practice](#) and identify areas of improvement.

Recommend

We share our findings with the business owner in the first place, and we discuss and agree the improvements that could be implemented. The credit controller is then brought into the meeting and an implementation plan is created, and the new process work-flowed.

Reorientate

We run a training session with the in-house team to embed the new skills, and to make sure the business is managing the practical implementation of the improvements and setting up the reporting.

Re-enforce

We check in a week after the workshop is finished to iron out any wrinkles or answer questions, check the actions, re-enforce the calling activity and the accountability.

Resource

We can also provide some expert resource to support your in-house team and give you an immediate cash boost!

Note: Can be delivered on site or virtually equally well.

What difference will this make to the business?

Improved Cash Inflow

An almost immediate increase in cash in the bank in the short term, with more customers paying you on time over the long term.

Cost Reduction

Reduce the cost of credit control and getting paid by customers.

Free up Capacity

Your credit controller will have more time for other activities – including working on those difficult debts, or implementing more of the YRH Best Practice.

Better Control

Action based accountability, and a connection between credit control and the cash flow forecast, so you can see further ahead and have more time to plan.

Reduced Business Risk

A system to manage and reduce your exposure to the risk of bad debt, which could knock your own business off course if not managed properly.

Case Studies and Stories (a small selection)

Alex @ PR Company : >£104k in 10 weeks (business owner couldn't believe he'd ever get paid some very difficult debt and had been prepared to write off >£60k). 1 day a week for the first two months, + some input from FC on difficult debt then 2½ hours a week on average.

Paul @ Tech Business : >£90k in 6 weeks (bank balance went from -£25k to +£500k in 12 months) supporting 1 day a week, which included other bookkeeping activities.

Ellie @ Training Company : Ellie was owed £000,000's and was in tears about the pressure of not being paid when we met. Our team got it all collected in a few months on 1½ days a week (which also included doing the day to day bookkeeping).

Simon @ Recruitment Business : Credit control 1 month project 2 days a week to get up to date before business sale, YRH FM so good they asked her to stay on an extra 3 months. After the business sale completed they asked us to back 6 months later!

Darren @ H&S PS Company : YRH worked 3 days a week over 3 months and collected £900k of £1m "difficult to collect" debt. Cost £11k. RIO 8000%.

How to Connect With Us

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(a) <https://calendly.com/discovery-call-team-yrh>