



National Network of
Credit & Financial Professionals

Join us: Thursday, December 7, 2017

2:00 p.m. – 3:00 p.m. (EST)

As we break down and discuss:

Maximizing Cash Flow from A Delinquent Accounts Receivable Portfolio

Presented by speaker: Sam Fensterstock, Senior Vice President of Business Development for AGA Adjustments



Sam Fensterstock has more than 25 years of experience as Senior Business Development Executive and Manager in the commercial credit & collection space. Sam is dedicated to helping leading companies improve their credit risk and collection management process. Sam has been a founder, and played a key role in the dynamic growth of several leading niche commercial credit risk management companies.

- Deep background in commercial collections
- Vast knowledge of credit and collection scoring, risk management, information services and workflow solutions for the order to cash cycle in the B2B market
- A proven sales closer with more than 25 years of consistent successful results selling to C level and senior finance and credit and collection executives at Fortune 1000 and mid to large sized companies.
- A passionate, seasoned, sales manager, coach and leader who has built several small-mid size company sales operations from the ground up.
- Has personally developed relationships with hundreds of senior financial, credit and collection executive and business professionals in a wide array of industries including, manufacturing, distribution, leasing and finance, utilities and the technology sectors.
- Has vast experience as a Public Speaker and has given more than 200 presentations as an Industry Expert on Commercial Collections and Recovery, Commercial Credit Information Services, Credit and Collection Scoring Solutions and Collections and Recovery Analytics.



Some Key Topics That Will Be Discussed In This Educational Webinar?

- **How write-offs have a major impact on a company's profitability.**
- **Where do you draw the line so that you maximize both the probability of collection and your cash flow – what is the “point of no return” with your customer?**
- **When should a delinquent customer be turned over to an agency?**
- **What happens in most companies as customer become delinquent?**
- **Why is a commercial collection agency going to collect more?**

Who Should Attend This Educational Webinar?

- **Credit Management Professionals**
- **Cash Management Professionals**
- **Accounts Receivable Professionals**
- **Controllers/Accounting Managers**