

## HOW TO ALWAYS GET PAID ON TIME WITHOUT UPSETTING YOUR CUSTOMERS

### Jan Reeves: Author, Business Builder and Cash Flow Expert

Successful small business owner Jan Reeves is a leading expert in getting invoices paid on time to increase cash flow and profit.

This former credit and collections executive turned entrepreneur works with small business owners through her innovative 'GET PAID!' Masterclass. In 5 simple steps, she demystifies how she got her customers to pay on time just with efficient invoicing and customer service.

Jan not only talks the business talk, she has successfully walked the business walk.

After a long career working for multinational organizations, Jan launched her own company. In the first year, she was so busy learning how to run a business, she totally forgot her collections training and neglected outstanding invoices.

Almost running out of money at one point was a very scary wake-up call. Jan quickly put her years of collections experience to good use and devised a simple 5-step system to guarantee all future invoices were paid on time.

Cleverly disguised as customer service, Jan's system had 5 simple steps:

1. **Set Customers Up for Payment Success:** Exactly who is going to pay your bill?
2. **Knowledge Is Power:** How to feel 100% confident asking for payment
3. **It Is What You Say, When and To Whom:** chose the right time, tone and contact
4. **Minimize problems that cause payment delays:** Make excuses not to pay vanish!
5. **Red Flags:** How to spot one and what to do about it

From that day Jan's clients always paid on time and she never lost a customer.

Jan ran one of the most profitable small businesses in Australia, achieving profits of 24% when most competitors struggled with less than 10%, and many with just 3% or 4%. Jan's profit margin was so much higher simply because her customers paid within 21 days and provided cost-effective repeat business and referrals.

Strong cash flow gave Jan the opportunity to focus totally on profit, growth and business value – in fact, her business became so valuable that she sold it for a record price and retired to France.

Jan now shares her simple 5-step GET PAID! system with other business operators who also want their customers to pay on time, re-order and refer them to other business owners.

More information and tips from Jan are available at <https://janreeves.com/>