

HOW TO ALWAYS GET PAID ON TIME WITHOUT UPSETTING YOUR CUSTOMERS

Available for interview -

Author, Business Builder and Cash Flow Expert, Jan Reeves

Successful small business owner and former credit controller Jan Reeves is a leading expert in getting invoices paid on time - without upsetting customers - and to increase cash flow and profit.

This former executive turned CEO/entrepreneur works with other business owners through her innovative Masterclass 'GET PAID!'. In 5 simple steps, just by tweaking admin processes and harnessing customer service, Jan shows business owners how to maximize their cash flow, profits and business value just by getting invoices paid on time.

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

Jan launched her own company in 1996 after a successful credit control and collections career. 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, every 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 and why?
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 forward, Jan's clients always paid on time.





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Not having to worry about cash flow ever again left Jan free to focus on profit and growth and she turned her business into one of the most profitable in its field. While most of her competitors returned profits of less than 10% and many just 3% or 4%. Jan achieved 24%.

15 years later, after reaching an astounding \$12m pa turnover, Jan sold that business to an ASX listed company. Along the way she expanded into three offices with 28 staff and totally self-funded her business, never having to borrow a cent.

Now, through her Masterclass 'GET PAID!', Jan shares her 5-step common-sense approach to accounting with other business owners keen to ensure their customers not only pay their invoices on time but *want to re-order and want to refer them* to other business owners too.

Jan Reeves has a unique, overarching insight into business operations, customer service, cash flow and profit, and is available to discuss:

- Getting invoices paid on time without upsetting customers
- Self-funded business growth – simply by getting paid on time
- Customer service: Building an outstanding service culture
- Winning business strategies
- Fostering strong customer relationships; the value of repeat business and referrals
- Business planning, goal setting and achievement
- Business growth and profit strategies: building business value

Jan Reeves is the author of the book GET PAID! creator of the 'GET PAID!' Masterclass and business coach. She is available for interview via email jan@janreevesconsulting.com

More information and tips from Jan are available at www.janreeves.com.