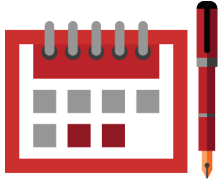


FIVE TIPS

to improve accounts receivable turnover ratio



TIP ONE

Invoice regularly and accurately. If invoices don't go out on time, money will not come in on time.



TIP TWO

Always state payment terms. You can't enforce policies that you haven't communicated to clients. If you make changes, call them out.



TIP THREE

Offer multiple ways to pay. New B2B options are coming online. Have you considered a payment gateway?



TIP FOUR

Set follow-up reminders. Don't wait until customers are in arrears to start collection procedures. Be proactive, but not annoying, with reminders.



TIP FIVE

Consider offering discounts for prepayments. You can reduce AR costs by encouraging customers to pay ahead rather than on your standard customer credit terms.

Tips brought to you by Bridget McCrea for NetSuite Brainyard.