

ARE YOUR CUSTOMERS STRUGGLING?

TOP 5 SIGNS TO WATCH OUT FOR

Being aware of these signs can help you steer clear of bad debts and unpaid invoices.

01

ACCEPTING FIRST TIME ORDERS



New customer?
Large order?



To boost your revenue, you may jump to secure a large order without doing the necessary checks. Credit checks should be carried out to ensure your customers financial viability.

02

LATE PAYMENTS



Your customer can't pay or won't pay?



Is your customer looking to change payment terms or failing to comply with your credit agreement? It's likely that they may be suffering from a volatile cash flow.

03

NEW FINANCIAL MEASURES



Is your customer in the process of securing new financing or changing banks?



They may be doing this to cover large losses and this customer should be treated with caution.

04

SURGE IN CREDIT CHECKS



Are they experiencing a constant stream of checks from credit providers?



This may signify that the company is having trouble paying its current creditors or is desperate for credit to cover financial losses.

05

EXCUSES, EXCUSES, EXCUSES



Non-stop excuses from your customer for not delivering payments are generally a tell-tale sign that trouble is on the way.



Key excuses:

- Problems with computers or the telephone.
- An audit is in progress.
- The cheque signatories are away or unavailable.

Have you seen these warning signs?
Find out more:

Call: 0800 197 1172

Visit: what-is-credit-insurance.co.uk



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