



ESS AccountantsMinute

Welcome to Accountants Minute. I'm Peter Towers, Managing Director of ESS BIZTOOLS.

Accountants – Debtors' Management is Very Important for SMEs

Do you know that, in various surveys, small/medium enterprises have identified that they would like to receive additional commercial services from their accountants/advisors?

One of the key services is improvement in cashflow and one of the big components of cashflow is debtors' management.

ESS BIZTOOLS provides a debtors' management service for accountants/advisors to utilise with their small/medium enterprise clients, which helps small/medium enterprises to:

- improve their "welcome to new customer" procedures
- identify ways to reduce debtors' days outstanding
- improve debtors collection
- provide a debtors' reduction checklist to help with the calculation of debtors to be targeted
- identify how the PPSR can be a very useful risk management tool for businesses
- develop a written debtors' management system for their business that their staff can utilise

In fact, the ESS BIZTOOLS' Debtors' Management System and the SME Debtors' System Manual are the only tools of their kind available in Australia, to assist accountants/advisors to introduce an outstanding debtors' system for your small/medium enterprise clients, for a small investment, which can be used over and over again by accountants/advisors.

Both packages can be obtained as a stand-alone product:

- Debtors' Management System - \$440 including GST
- SME Debtors' System Manual - \$242 including GST

Alternatively, both packages are included in the ESS BIZTOOLS' Gold Package (which also includes everything that ESS BIZTOOLS has to offer), for an upfront discounted 12-month subscription of \$2,970 including GST or \$261.80 including GST per month for 12 month subscription.

A complimentary copy of an article, "**Debtors' Management**", is attached with this transcript.

We will be presenting a webinar, featuring "**Debtors Reviews and Debtors' Days Outstanding - Advice for Clients**", on Wednesday 13th July 2016 at 12pm AEST. [Click here](#) to register to attend, free of charge.

We would also like to remind you that, in case you missed our webinar on "**Early Stage Innovation Companies**", we will be presenting this webinar again on Tuesday 12th July 2016 at 12pm AEST. To register to attend this webinar, free of charge, [click here](#).

If you have any questions on how the ESS BIZTOOLS' products can assist you in providing advice to your clients on debtors' management, please don't hesitate to contact me.

Peter Towers

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