**Diversifying Services – Debtors Management**

Australia has a very high debtors’ days outstanding which, a couple of years ago, was described as a “national disgrace”.

The Australian government and some large companies have improved their payment terms with small businesses but the general problem remains.

In the CommBank Accounting Market Pulse Report, released early in May, the survey indicated that 95% of the surveyed accounting firms intended to diversify their services in the next 12 – 18 months.

For clients who are offering credit, a review of their processes for debtors’ management is a priority area.

Accountants offering a business advisory service could use debtors’ management as a great starting area for the delivery of diversified services.

Where do you start? Analyse all of your clients with debtors and calculate debtors’ days outstanding. For those with debtors’ days outstanding in excess of 40 days, why not have a conversation with the client about conducting a debtors’ system review.

Want to know more? Please visit - <https://www.essbiztools.com.au/index.php?option=com_content&view=article&id=2009&Itemid=733>