



PAIB Workshop on Receivables Management and Debt Recovery

About the topic

Effective receivables management can increase working capital, reduce the cost of funding and support business growth. Having an appropriate credit policy and knowing how to evaluate a customer for credit are crucial elements for improving credit and collections productivity and, in the long run, can even make the difference between business success and failure. However, it is no easy task to maintain a good trading relationship with valued customers and while at the same time enforcing rules to collect debt.

At this workshop, participants will have the opportunity to hear from a speaker with considerable experience and standing in this field and will learn how to maintain full control over the receivables process. Lively practical case studies will be used to demonstrate to participants techniques to handle difficult situations and to carry out collections in an effective and professional manner. The following topics will be covered at the workshop:

- Credit evaluation and credit granting policies
- Effective debt collection techniques
- Negotiation process and handling disputed accounts

About the programme

Date & Time	12 March 2011, Saturday 9:30 a.m. – 12:30 p.m.
Venue	Training Centre, Hong Kong Institute of CPAs, 27/F, Wu Chung House, 213 Queen's Road East, Wanchai
Fee	HKD600 per person for HKICPA members HKD1,000 per person for Non-HKICPA members
CPD credit	3 hours
Language	English
Target audience	PAIBs who are responsible for receivables management (maximum 40 participants)
Competency	General Business and Professional Knowledge*
Rating	Foundation/Intermediate level*
Application deadline	9 March 2011

Rundown

- 9:15 a.m.** Registration starts
- 9:30 a.m.** Opening remarks by
Ms. Susanna Chiu, Chair of
PAIB Leadership Panel
- 9:35 a.m.** Presentation & group
discussion
- 12:25 p.m.** Closing remarks by chair

Chair

Mr. Patrick Rozario
Member
PAIB Leadership Panel

* Please refer [here](#) for descriptions of other competencies and ratings.

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Speaker

Mr. Bobby R. Rozario, Managing Director of Alpha & Leader Risks and Assets Management Co. Ltd., Principal of Alpha & Leader Law Firm (China) and Executive Councilor & Chairman of Survey Committee of the Hong Kong Credit and Collection Management Association.

Bobby R. Rozario graduated from Carleton University in Ottawa, Canada with honorary Bachelor of Commerce Degree in 1987. He was previously director of the Receivable Management Division of Dun and Bradstreet Information Services in Hong Kong and senior manager of strategic planning at Goldlion (Far East) Ltd. Bobby has over twenty-three years of experience in the area of risk management, receivable management, debt recovery and risk consulting. He has spoken on risk management related topics for various chambers of commerce, industry associations in Hong Kong, China, Asia and Canada.

Registration

As this will be an interactive event, the number of places is limited and in the event of over-subscription, places will be allocated on a first-come-first-served basis, with priority given to PAIBs.

To register:

- **Online registration** (for HKICPA members only): Please [click here](#).
- **By post or by fax**: Complete the attached reply slip and return it to the Institute on or before 9 March 2011, together with a cheque made payable to "Hong Kong Institute of Certified Public Accountants". Fax registration will be accepted for payment by any Visa / Master credit card. Confirmation of registration will be sent by e-mail. If confirmation has not been received by 10 March 2011, please contact Ms May Hung at 2287 7009 / Ms Canace Leung at 2287 7089.

