

Payment Plans are a good thing...*Right?!?!?*

Dear Friend of DAL,

Yes, Payment Plans are a good thing. It helps your customer through a tough time, keeps them loyal to your company, and assures a continued cash stream. UNLESS...the payment plan is used as a stall tactic with time delays in the payment, skipping payments, and stretching out the payment plan terms.

According to the CCA of A, the older an account is, the likelihood of recovery diminishes; [click here for the CCA of A Collection Statistics](#). At the commercial collection agency level, we are seeing an increase in placements with older invoices (over 1 year) and date of last payment is just over 90 days. That may seem like a normal course of action, but by allowing the payment plan to go over 1 year and maybe even 2 years, puts that account in jeopardy for recovery, So, what can you do?

[Read more for other actions to consider...](#)



National Summary of Domestic Trade Receivables

Complete this short quarterly survey by the Credit Research Foundation to receive six (6) Accounts Receivable related KPIs. Report is in summary format and by SIC Code to track trends in your specific industry.

Deadline is Friday, November 11th, 2022

[Read More About It](#)



Credit Risk Mitigation - A New Perspective, Starting with the Credit App

Companies lose between 2-3.6% of annual revenue dealing with fraud. In this session, you will learn why risk mitigation is so important, how to identify both intentional and unintentional risk and why it's important to have a standardized policy for dealing with risk.

November 29, 2022 | 12:30 PM

[Register Here](#)

DAL's TOP 10 Debtor Excuse...

“The Debtor told me that they paid their bills alphabetically. At the time, my company began with a “U”. I am now with a company that starts with a “B” and they still don’t pay on time!”

- Submitted by Jill Escoto, Beacon Roofing Supply, Inc.

[Send us your best excuse! If we add it to the list, we'll send you \\$25!](#)

At DAL, we are here for you from the start of a file to resolution.

For a customized solution to your collection needs, please contact your DAL Account Manager:

DAL, Inc. | DAL Customer Service
dal@dalcollects.com | o: 800-355-9999 | www.dalcollects.com

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