

How Does Your Company Measure Receivables Performance?

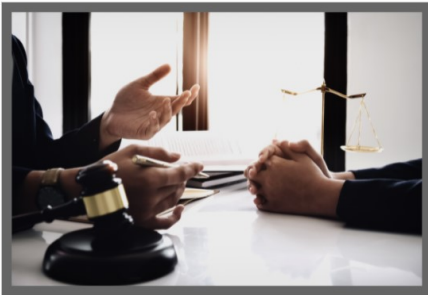
Dear Friend of DAL,

The ability to convert AR to cash is the primary function of the Credit Department. The overall performance of the department should be monitored and used to help improve efficiencies of the department and for future considerations.

Most companies use Days Sales Outstanding (DSO), however, there are several other Key Performance Indicators (KPI's), that used in conjunction with one another, give a better picture of a company's receivables.

[Read more....](#)

More to Ponder...



Be Aware of Changes to the Bankruptcy Code

On Wednesday, July 21 12:00 PM EST, FCFP will be discussing *Recent Changes to the Bankruptcy Code* as it relates to the credit practitioner, brought on by the stimulus relief and the impact the stimulus has had on preferences, small business debt provisions, and PPP loans. **As a friend of DAL use code: DALEDU for complimentary access.**

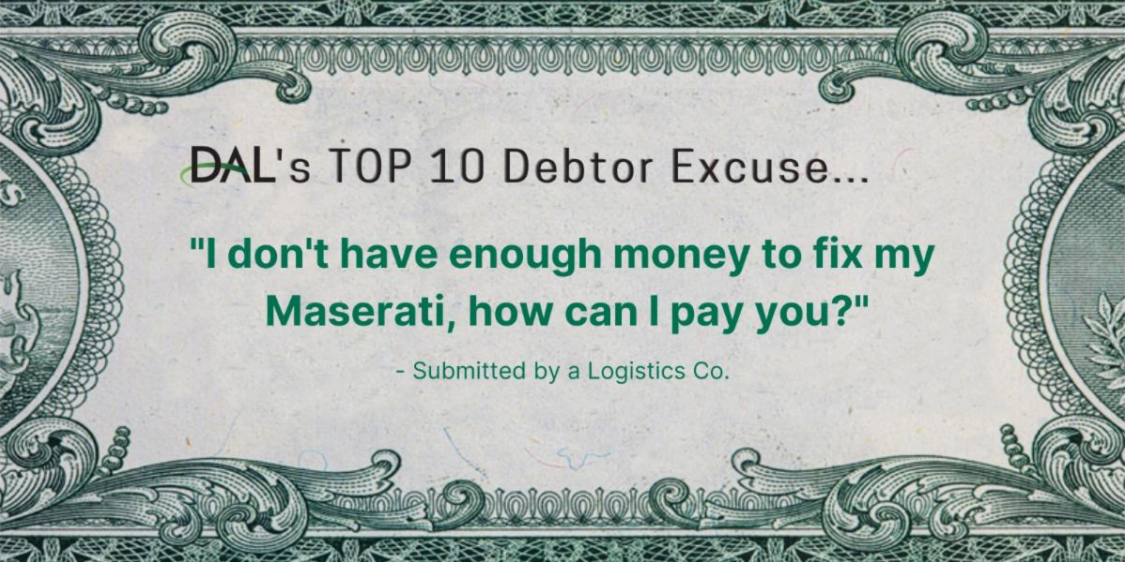
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Red Flag Warnings

There are several warnings signs to indicate when a debtor will require escalated collection efforts, such as when a debtor has made two broken promises the likelihood of default greatly increases. To be aware of the signs and for a more proactive collection effort, DAL has created *Red Flag Warning, Spot the Signs*. [Read more...](#)

[Don't Delay, Place Delinquent Claims Today](#)



DAL's TOP 10 Debtor Excuse...

"I don't have enough money to fix my Maserati, how can I pay you?"

- Submitted by a Logistics Co.

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 customized solutions for your collection needs,
please contact your DAL Account Manager:

DAL, Inc. | DAL Customer Service
dal@dalcollects.com

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