

# ADVISOR DAY 2021

## CASH IS KING | HOW TO GUIDE YOUR CLIENTS

Presenter:

**Oliver Dornbusch, Lawyer**

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## TOPICS

- A. DEBTOR FACTS
- B. PREVENTION OVER CURE
- C. ENFORCEMENT
- D. HANDING OVER

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## Debtor Statistics – Australian SMEs

**\$115 Billion**

Total of unpaid  
invoices owing

**53%**

Invoices paid late

**23**

Days overdue for average  
invoice payment

**\$1.55 Million**

Average overdue invoice total  
(SME \$1-20m turnover)

**29%**

Percentage of revenue  
tied up in outstanding  
invoices

**\$7 Billion**

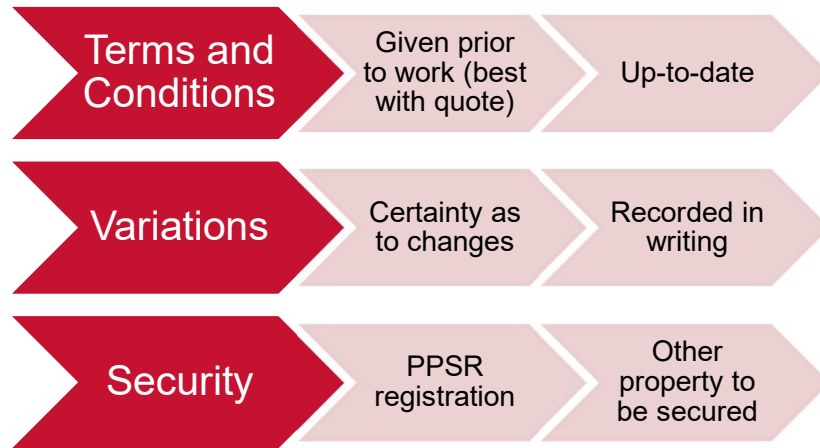
Boon to SME's if big  
business paid on time

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## Prevention > Cure – How to Guide Clients

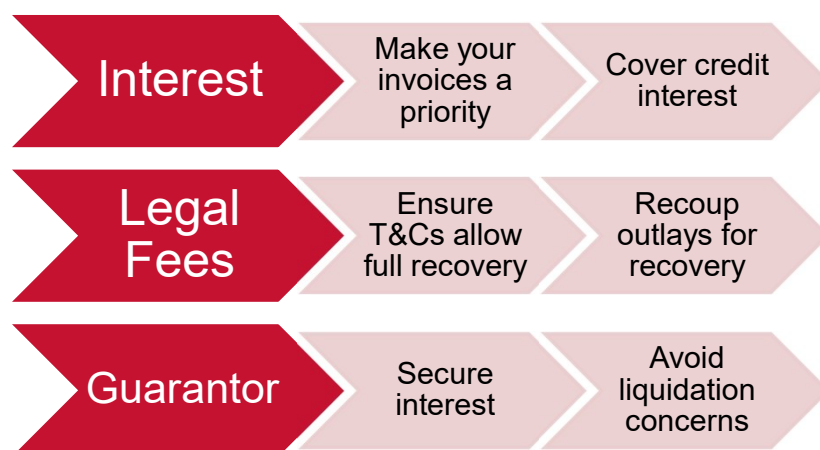


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## Prevention > Cure – How to Guide Clients

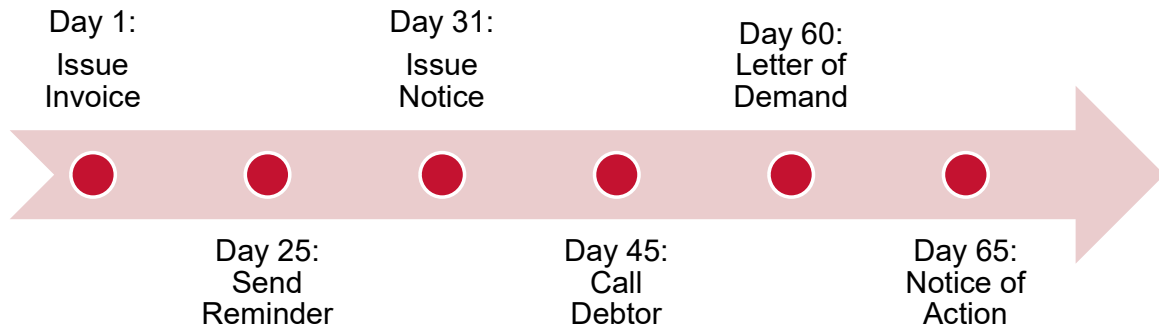


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## Prevention > Cure – Debt Collection Policy



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## Enforcement – When the rubber hits the road



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# Documents and Processes for Court Proceeding

All documents required for letter of demand i.e. invoice, contract, payment plans

Timeline/chronology of events

Narratives/statements by relevant people regarding the debt

Dedicated point of contact to deal with solicitors

Clear internal process regarding legal advice and authorised person/s to make decisions

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Home Collect your debt FAQs & Costs About Us

## Debt Recovery Questionnaire

Home / Debt Recovery Questionnaire

Step 2 of 11

18%

What are your contact details:

Title \*

Mr

Name \*

First

Last

Address \*

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## Handing Over – Starting your Claim

All documents required for letter of demand i.e. invoice, contract, payment plans

Timeline/chronology of events

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TOOWOOMBA (HEAD OFFICE) | BRISBANE | SUNSHINE COAST

P 07 4688 2188  
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