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How to Collect Money by Mail: How to Write Effective Collection Letters Testing Copy Planning a Series Retail, Instalment and Dealer Accounts Credit System Collection Schemes and Legal Steps How Creditors Cooperate to

By Unknown Author

Forgotten Books, United States, 2016. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Excerpt from How to Collect Money by Mail: How to Write Effective Collection Letters Testing Copy Planning a Series Retail, Instalment and Dealer Accounts Credit System Collection Schemes and Legal Steps How Creditors Cooperate to Cure Slow Pays And Bad Accounts Men neglect at long - range they cheat in the crowd. Its the stranger that is sent off with scant consideration. When a man dodges payment, he dodges creditors. Neighbors are easiest remembered - close-at-home debts are first paid. Get close to your man. Keep your debtor in sight. In your letter, talk it over with him personally. Most accounts are lost because the debtor feels sheltered by the mass because your letter comes as one of hundreds put out to delinquents you follow in droves. Make the man who owes you money feel your presence. Stand him out alone. Get to him with your reminder on the day. Talk to him man to man. Make his debt a matter between neighbors. Keep a shrewd but kindly eye upon him. Let your letter show precisely -...



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Reviews

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