

UNDERSTAND YOUR STOP LIGHTS

GREEN LIGHT: Client Submits Application
Less than 2 years in Business or incomplete information

ACTIONS-

Complete Application.....Pre-sale
UCC Documentation.....Sale
Personal Guarantee (sent with invoice).....30 days

YELLOW LIGHT: Breaks terms, Avoids contact
Finds fault with product, Competitors call for reference,
Partial payment made, Hard luck story.

ACTIONS-

PCG sends free 10-day demand at 75 days, CPS
Asset/Liability search (at cost)...90 days
Request post dates with partial payment

RED LIGHT: Ignores final demand,
Breaks second promise, Ignores third phone call,
Refuses to honor C.O.D

ACTIONS-

PLACE WITH PCG.....91 days
Preliminary A/L search.....91 days
Possible outside investigator contact.....91 days

<<DISASTER>>- Disconnects the phones,
You now have mail return, Refuses to accept certified letters,
Fraud, Bank liquidation.

ACTIONS-

Skip Trace
Last Ditch Effort

BANKRUPT.....TOO LATE!!!!!!!
BUSINESS SHUTS DOWN...TOO LATE!!!

Knowing when to stop, gain help and commit yourself to action when
you begin to see the light can make the difference between
recovering your money and incurring a loss to your bottom line.

CALL: **PALADIN COMMERCIAL GROUP**
888-870-1PCG

