

## *Financial training for non financial staff*



*The financial training specialists*

### *Tip of the week*

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### **Getting paid**

Pay day is probably the most important day in your personal “financial diary”. It’s the same in your business. The day the customer pays is vital.

But what excuses do customers give for not paying the invoice? Jot down the ones YOU have heard.

Then categorise them. Some are where we have given them the excuse not to pay – what can we do stop that happening again?

Some are merely excuses – how can we get beyond them?

Some are dangerous, and should put us on red alert!

[Here](#) is a list of excuses I have heard on training courses!