

Financial training for non financial staff



The financial training specialists

Tip of the week

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Why haven't they paid us?

Good cashflow is essential for business success, and the biggest barrier to cashflow is late customer payment.

There's two problems here: everyone thinks it's someone else's responsibility to get payment (and culturally we don't like asking people for money); and we often give the customer a valid excuse to pay late.

Get as many people as possible to note the reasons your customers have given you for not paying on time.

Highlight the ones that are own goals. What do you need to do differently to remove that excuse?

You'll start to see the results in your business bank account!