



## **Accounts Receivables Tips**

### **Engineering and Manufacturing**

Clients who pay late or not at all can have a huge impact your business. And, whether the amount is \$1,000 or \$25,000, it can affect your company's cash flow, the number of projects you're able to take on, and the size and stability of your workforce.

When you're reviewing your own accounts receivable processes keep these tips in mind:

- Develop a plan for monitoring receivables and be consistent
- Be proactive and investigate clients' financial stability
- Determine the payment requirements for each client
- Put everything in writing
- Follow up on late payments quickly
- Consider each situation and each client's circumstances

The Specialized Recruiting Group at Express Employment Professionals understands how important this issue is to you, so we've created a complimentary two-part podcast series to help you better understand and prepare for those invoicing problems.

Listen online at [www.expressrg.com/niches/engineering-manufacturing](http://www.expressrg.com/niches/engineering-manufacturing).