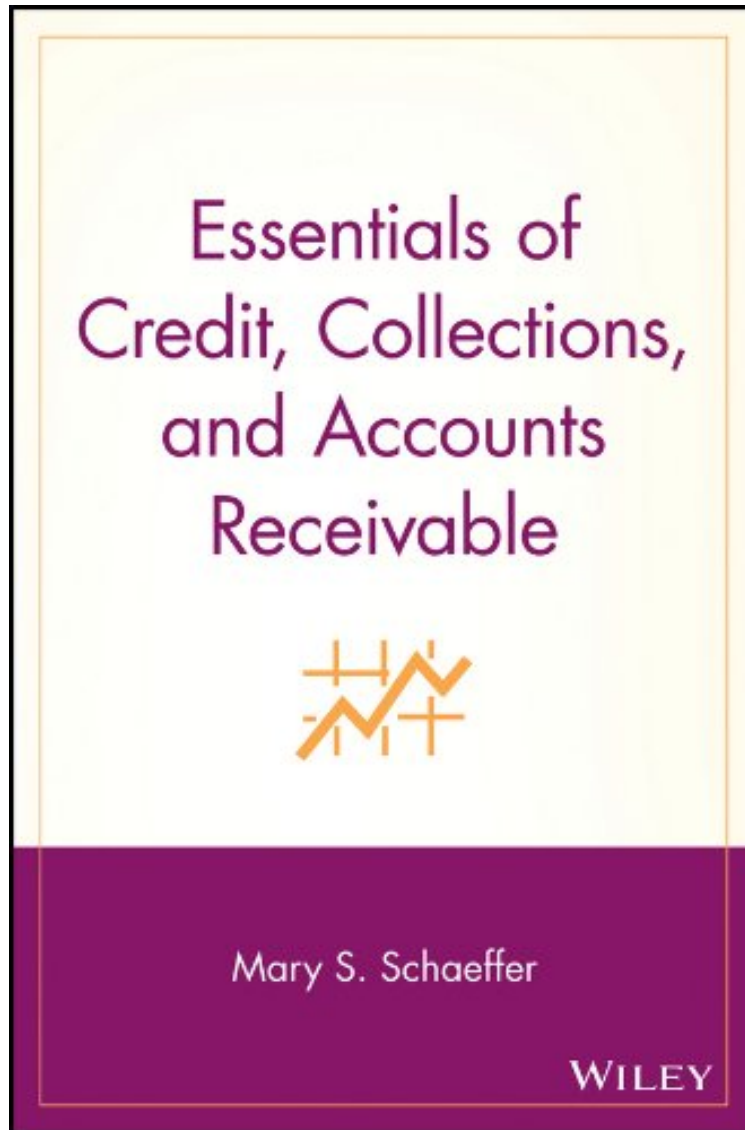


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Mary S. Schaeffer

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From the Back Cover * Best techniques for extending business credit * Proven techniques to reduce unauthorized deductions and unearned discounts * Latest Internet, electronic, and high-tech applications * Practical real-life strategies to improve collections Full of valuable tips, techniques, illustrative real-world examples, exhibits, and best practices, this handy and concise paperback will help you stay up to date on the newest thinking, strategies, developments, and technologies in credit, collections, and accounts receivable. "This book is filled with wisdom, common sense, and practical solutions. Mary Schaeffer is right on when she states that credit is part science, part art, and part gut feel. I recommend this book to anyone interested in understanding the essentials of credit, collections, and accounts receivable." -Vaughn P. Benjamin, Vice President, Media Credit Association Magazine Publishers of America "Mary Schaeffer has written an excellent book for the credit and collection professional. Every credit professional should read this book and keep a copy handy in their personal library." -Tim Paulsen, Principal of T. R. Paulsen Associates, author of Paid in Full International Specialist in Creative Receivables Management "Mary Schaeffer has taken a sometimes complex subject and reduced it to an easy- to -understand guidebook. This book should be in the reference library of every credit professional." -H. Bruce Watson, Manager, Credit Services Group, Air Products and Chemicals, Inc. About the Author Mary S. Schaeffer is the Editorial Director and Publisher of Accounts Payable Now Tomorrow, a newsletter devoted to payment issues. She also pens, e-News from the AP Front, a complimentary e-zine for the payment community. She's the author of ten books and numerous magazine, newsletter and newspaper articles. Her books have been used in several certification programs. She is a member of the New York Financial Writers Association. She is currently working on two additional books for John Wiley Sons.