

With Bad Debt Protection it's business as usual

Your largest customer represents 35% of your revenue and has secured 90 day payment terms – meaning they make up 50% of your sales ledger. They're reliable buyers, but what happens if they fail to pay valid debts, or even worse, go bust...?

Here's how it might play out...

WITHOUT Bad Debt Protection



Meet Trevor

"I don't need Bad Debt Protection – my client's credit rating is good and they've always been reliable..."

Your new client suffers financial difficulties
As a result you suffer cashflow issues

Outcome one



You can't pay staff or suppliers on time and are unable to get a loan



It looks like the end

Your business is at risk

Outcome two



You manage to reschedule payments with suppliers and staff payroll



Your credit rating takes a hit

WITH Bad Debt Protection



Meet Linda

"This is a good client, but it's a small price to pay to get Bad Debt Protection - we'd be crazy not to..."

Your new client suffers financial difficulties
As a result you secure new clients to replace lost turnover

Outcome one



Debtors are flagged and credit and payment terms are adjusted



Any undisputed invoices are viable for late payment cover

It's business as usual

Outcome two



Your customer goes bankrupt but you receive up to 100% cover on credit approved debt (subject to first loss)



Cashflow is managed, suppliers and staff paid to terms and your business stays safe