

Do you agree that a deal has been successfully completed only once the money has arrived in the account?

> IN THEORY

it is indisputable that continuous claims management would provide your company with:

- Greater liquidity as inflows are fast and reliable and enable you to invest in your own development and pay your suppliers and employees.
- A reduced risk of losses and financial troubles as continuous management reduces the risk of occurrence of bad debts, which can fatally jeopardise your company's operations.
- Better customer relationships as professional and effective claims management methods build customers' trust, respect and satisfaction, positively affecting their loyalty and referrals.
- Focus on your core activities, better use of all resources and thus lower costs and increased business success.

> AT LEAST ONE "NO"?

In that case, we, TERNIS d.o.o., with our own Accounts Receivable Management FIDEM brand, as an experienced team of experts in the fields of **legal and business collaboration, attorney services, notary services, debt enforcement, auditing, accounting, tax consulting and economic** are your excellent opportunity to manage your portfolio of non-performing receivables and to achieve even better business performance indicators for your company.

This can be confirmed by both our competitors and the courts, while the most important reference is 5,000+ domestic and foreign companies and private individuals whose claims worth many millions of EUR we are currently managing, and we have recorded a growth trend during the 12 years we have been in existence.

> But are you implementing it effectively enough **IN PRACTICE**?

1. Do all your customers pay you on time?
2. Do you check your customers' dynamic credit ratings?
3. Do you monitor non-payers and overdue debts on a daily basis?
4. Do you have a protocol in place for collection of debts from your debtors?
5. Do you have a trained and motivated employee/team implementing this protocol successfully, considerately, and without damaging business relationships with non-payers?
6. Is your success rate in out-of-court debt collection and mediation at least 75%?
7. Do you have a partner for court enforcement proceedings, to represent you in insolvency proceedings relating to your customers?
8. Fun fact: if out-of-court debt collection is unsuccessful, we don't charge you for our services.

> YOU HAVE BEEN INVITED.

With us you cannot lose more than you are already losing now because of unpaid claims. But with us you do stand to gain a lot. We are at your disposal for a free opinion on your claims, further information and a welcome gift should you choose to work with us at:

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• **WE PROVIDE**
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MARKET

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