

SAVE THIS DATE!

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*Bernstein Teleseminar
Tuesday, September 12, 2006,
2:00 p.m. eastern*

Top 10 Creditors' Rights Secrets Revealed! A Teleseminar That Will Change the Way You Think about Getting Paid.

If you're like many companies that sell on credit, you don't think much about the possibility of not getting paid until, well . . . until you *don't* get paid. This is analogous to the guy who can never remember to bring along his umbrella until he's caught outside in a rainstorm. By then, it's too late to avoid a drenching!

Collecting is a subject that businesspeople should take the time to learn about *before* the unpaid bills start piling up. Managing Partner Bob Bernstein and Partner Nick Krawec will be giving our upcoming teleseminar, to be held Tuesday, Sept. 12, 2006, at 2 p.m. eastern. They will reveal some little-known tips and techniques you can use right now to make it far more likely that you'll get paid what you're owed.

Here are just a few examples of what you will learn in this important one-hour telephone and Web event:

- How to defuse the inherent tension between sales and credit. Many sales organizations are so focused on "getting the sale" that they inadvertently do the wrong things. We'll teach you how to avoid some common mistakes.
- The simple steps you can take during the application phase to weed out credit risks.
- If a company's creditworthiness seems marginal, there's still a way to get the business and improve your odds of getting paid. Learn what it is and how to make sure your i's are dotted and your t's are crossed.
- When a C.O.D. policy is appropriate and when it isn't.
- How to recognize a "seasonal business"—and set up an appropriate payment plan for such a customer.
- What to do when a client refuses to pay a smaller bill.
- What to do when a previously "good" customer stops paying.
- Why you should rarely let salespeople double as "collectors"—and who you should use to do the job.
- How to retain a purchase money security interest with a debtor—a rarely used but highly effective trick of the trade that enhances the possibility that you will get paid.

It costs only \$79 to participate in this informative teleseminar—an incredible value! To register, go to <http://www.regonline.com/102667> and select the registration type for public. We will accept MasterCard, Visa, and American Express.

Learning how to think like a creditors' rights expert can mean thousands—or even *hundreds* of thousands—of dollars in your pocket. Sign up for this valuable event today! If you walk away with even one new tip that helps you get paid the money you're due, the one-hour investment of your time will be well worth it.

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Bernstein Law Firm, P.C. is a full service creditors' rights and bankruptcy law firm, providing a comprehensive range of services in all aspects of creditor and bankruptcy representation.