



RURAL BANKERS RESEARCH AND DEVELOPMENT FOUNDATION, INC.

SCHEDULE

Date: Apr. 05, 2017 (Wednesday)

Venue: Gov. Licaros Hall, RBAP, Intramuros,

Time: 8:30am to 5:00pm

RESOURCE PERSON

GARY JOSEPH C. SANTOS, LLB

Trainer in Credit & Collection and Small Claims Cases/Court, Consultant for Various Lending, Distribution, Real Estate and Transportation Firms

SEMINAR FEE

1. For Member only

P2,600

2. Non-Member/Delinquent –

P2,900

MODE OF PAYMENT

Check payable to:

Rural Bankers Research & Development Foundation Inc.

Non-Refundable commitment fee of ₱1,400.00 per participant.

CREDIT & COLLECTION SEMINAR

Overview

An efficient Credit & Collection Team improves asset quality and realizes profit, not to mention its vital role in minimizing risk of monetary losses brought by costly collection and litigation expense. The seminar hopes to realize the participants that there is more in Collection than just collecting money.

Objectives

At the end of the Seminar, participants are expected to:

- Draft or improve existing Credit and Collection Policies, Procedure and Guidelines
- Strengthen Credit Evaluation and Risk Management Practices (BSP)

Course Outline

1) Credit Management

- a) Nature of Credit
- b) Importance of Credit and Collection
- c) Six Cs of Credit/ Basis of Granting Credit
- d) Establishing an Appropriate Credit Risk
- e) Sound Credit Granting Process
- f) Maintaining an Appropriate Credit Admin, Measurement and Monitoring Process
- g) Maintaining an Appropriate Credit Control Process

2) Collection Management

- a) Concept of Collection Management
- b) Basis of Collection