

I want decrease the percentage of money owed and past due by 90 days by my wholesale customers from 5% to 2% within 60 days or by 9/1/2020.

By keeping prompt paying accounts on credit and putting slow paying accounts on COD, my store will not have to chase the same offenders to pay their bills. We may end up with less accounts in the end and a few less sales but if they are not paying us timely than we really are not losing much.

Wholesale customers who hold a balance due at 30 days will be contacted and again at 45 days past due. Once they hit 60 days past due they will be warned that if their account reaches 90 days past due, they will be put on COD and their credit limit will be reduced or rescinded. If they reach 90 days past due 2 months in a row their credit limit will be rescinded all together and be on COD until they prove worthiness by the GM or fixed operations director.