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Websites worth visiting

www.aocp.org.uk
Your Associations website

www.debtcred.org.uk
Finance for Schools project

www.icmt.ie
Visit Declan and the Irish Credit Management training

www.linkedin.com
Join us on Linked In - ACCP Credit Professionals

www.ccrmagazine.com
The official magazine of the ACCP

www.cmtltd.co.uk
Full details of our Credit Management Courses can be found here

Coming Soon
NEW- Recruitment Service
More Road Shows!



Chairman's Corner- ALL BONES!

Everyone has bones:

Wish Bones

People who wish for things all the time hoping their wishes will come true.

Knuckle Bones

People who are set in their ways and are reluctant to welcome change, "I can't do this", "I can't do that". "We have always done it this way". They knuckle down to do things the way they are used to doing them.

Jaw Bones

People who talk and talk and talk, but don't listen!

Back Bones

People who put in a lot of effort to make things happen!

Funny Bones

All Bones is a bit of fun so let your funny bone take over and have a laugh... ha, ha, ha

Any more like this will be welcome. Please email them to steve@cmtltd.co.uk.

Thank you,

Steve Savva, Chairman

Your Membership

There are people whose individual or corporate memberships have expired, who still claim to be members of the ACCP, using designated letters after their name and giving the ACCP as a reference when they are sending CV's to companies or recruitment agencies, looking for new jobs.

Several recruitment agencies have recently written to us to confirm whether or not certain people are members.

For you to continue your membership and use of designated letters, it is important that you pay your annual subscription fee and renew it each year.

If you are uncertain whether or not you or your company still have full membership, please telephone me on 0115 989 9900 or email sally@aocp.org.uk.

Thank you,

Sally Gibbs, Membership Manager

ACCP Membership

Contact Us

<http://www.aocp.org.uk>

Steve Savva - Chairman &
Director of Training:
steve@aocp.org.uk

Stephen Kiely - Media
Relations Director
stephen@aocp.org.uk

Gary Steadman -
Technical Director
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Jon Swan - Director of
Recruitment
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Paul Taylor - Communications
Director
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Teresa Callaghan - Director for
Education
teresa@aocp.org.uk

Trevor Jones - Director of
Consumer Credit
trevor@aocp.org.uk

Our membership grades are below:

(I)AACP (International) Associate of the Association of Credit Professionals-
For those new to the Credit Profession

(I)MACP (International) Member of the Association of Credit Professionals- *For those with over 5 years Credit Management experience*

(I)FACP (International) Fellow of the Association of Credit Professionals- *For those with over 10 years Credit Management experience and who can prove to the ACP Board that they have the relevant experience and qualifications*

It only costs £75 for personal members or £350 for Corporate Members (Up to 10 staff) for a year and includes subscription for 12 months to CCR magazine.

Apply online now at www.aocp.org.uk or email paul@aocp.org.uk for an application form.

To qualify for International membership status you must be reside/work outside the UK or have an export value in excess of 50% of your companies turnover.



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New Directive- Impact on Italy

The recent approval by the European Parliament of the directive against late payments in the public administration is going to impact hugely on both Italian SME (small and medium-sized Italian companies) and foreign companies carrying out their business in Italy mainly in the health and construction sectors.

A rough estimate sets in the range between €50 and €70 billion the exposure of the Italian public administration towards such companies.

The newly enacted provision sets out a time limit of 30 days, which can be raised to 60 only in certain specific cases.

The payment term can be extended to 60 days if agreed by the parties in the relevant contract or otherwise.

The extension of the term, however, shall not be unfair to the creditor.

The same payment terms are set out with respect to payments in the public sector; however, derogations to the terms are much more strict.

Indeed, an extension to the payment terms must be expressly provided for and also objectively justified, as it may be with respect to public entities providing health services. In any event, under no circumstances derogations shall exceed 60 days.

If the payment terms set out by the directive are exceeded, default interest is due at a rate equal to the ECB reference rate increased by 8%. In addition, the creditor will be entitled to receive also an amount equal to at least €40 to cover debt collection costs.

The directive will enter into force 20 days after publication in the Official Journal of the European Union. Member States will then have two years to implement the directive.

For more information, also with respect to non-Italian companies operating in the

above mentioned sectors, please contact me.

Thank you,

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paul@aocp.org.uk for more details.



What's happening now...
Your ACP website:
www.aocp.org.uk

To keep the website secure you will have to re-register with us. Any questions please let me know - you can email me on garyst@aocp.org.uk - happy posting!

The forums will constantly develop - so if there are any dedicated areas that you feel we should add - please let me know.

ON THE FORUM TODAY:

- Benchmarking- I am interested in carrying out some benchmarking visits with other companies doing consumer debt collection. I would be happy to host a return visit at Welsh Water. Anybody interested please let me know- Henry Mehta
- European Credit Checking Suppliers- Anyone recommend any good quality pan-european credit check suppliers? Appreciate there are a lot out there and looking at the possibility of one good supplier or even good quality country specific suppliers- Gary Steadman

LATEST POLL

How important are Designated Letters after your name to you?

Go to www.aocp.org.uk and vote!

Previous polls:-

Where should the ACP hold its next Roadshow?
RESULT: 1st Glasgow, 2nd London 3rd Leeds

Upcoming Events & Dates for your Diary

Get Qualified - Level 4 Diploma in Credit Management
MACP (Dip)

Belfast	Thursdays	3 February 11 - 5 March 11
Birmingham	Tuesdays	8 March 11 - 5 April 11
London	Thursdays	10 March 11 - 7April 11

Pre-register for future courses in your area by emailing sally@aocp.org.uk or call 0115 989 9900



HOW TO GET PAID- NOW- IRELAND

Now more than ever businesses need to focus on their cash flow. We invite you to attend a master class on managing credit, collecting your money and reducing bad debts.

This is an in-depth practical event that covers all the integral points needed to ensure successful cash collection and debt recovery and is specifically designed to help all who are struggling to get paid from their customers.

The master class will be conducted by knowledgeable and experienced speakers from both the credit and legal industries.

Declan Flood – The Credit Coach will share proven strategies to maximise your collection success

Deirdre Ryan & Claire Moran of DK Ryan Solicitors will discuss the options available to you when your customer refuses to pay

When: The seminar will take place in the Tullamore Court Hotel, Dublin on 23rd November 2010 from 2pm to 5pm.

Contact Mary on 00353 1 280 1769 or 00353 87 7466 089 or by email at mary@icmt.ie

The Association of Credit Professionals are proud to endorse the 3rd World Credit Congress- 19th-21st May 2011



Challenging Conventional Wisdom

Some people think that you should adopt the approach "Treat others the way you would like to be treated yourself".

For this to work you are assuming that the other person is like you and likes the things you like.

A far better adage would be "Treat others the way they would like to be treated"

You will get way better results!

Declan Flood FIICM, Chief Executive, Irish Credit Management Training

Friday Fun

We want to hear from you so email your funny stories or things that have happened over the years that would allow us a giggle on a Friday to paul@aocp.org.uk.

Thanks to Mary at ICMT for this weeks Friday Fun!
I am passing this on to you because it definitely worked for me today, and we all could probably use more calm in our lives. Some doctor on tv this morning said the way to achieve inner peace is to finish all the things you have started. So I looked around my house to see things I'd started and hadn't finished and, before leaving for work this morning, I finished off a bottle of Merlot, a bottle of Chardonnay, a bottle of Baileys, a bottle of wum, a package of Prungles, the remainder of bot Prozac and Valiumun scriptins, the res of the chesescke an a box a chocletz. Yu haf no idr how bludy fablus I feel rite now. Plaese sned dhis orn to dem yu fee ar in ned ov iennr piss. An telum,u luvum!!

From "Ash sure what about it"

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