

Sights on nsion

... was the order of
... event held at the
... earlier this month.
... line

... agency could help business
... clients who don't have the time
... to do it themselves," he said. "There are
... it's not as difficult as you
... think."

... perfect business now to work
... with customers whose businesses are
... growing. "When they choose to expand, customers
... have a natural bias to take more things they
... have experienced before. It's just human. We
... the power of the experienced, which is why
... try behind them, but we're really looking for
... independent trade."

... independent is exclusively with
... trade. "Mostly we'll do a little right in
... of it from the supplier's perspective.
... of the more hands-on supplier
... understand why they
... a little problem that we can
... help" says the same when
... otherwise doesn't matter
... the customer. "Mostly



**From left: Wendy Barrios,
Janis Hultinman,
Mark Mallory, Ted
Sandbank, Phil Wilson
and Kathleen O'Brien
with Gabe Lurie**

... independent who merchants that really
... done throughout the day and your clients' partners for
... independent who really their own businesses.
... here are the highlights of the day:

William Forward, Managing Director, Creditors' Union

"There are two scenarios beyond your business, according
... to Stephen Forward, managing director of Creditors
... Union, who has experience in litigation and bankruptcy
... often to make or to increase profitability. "I don't
... believe people who say they want records in the
... would because they want to communicate about the
... case— it's about how the trade partner is to make
... money," he said. "Whether your business, you need a
... good credit business plan, strong business fundamentals

... that of cash, there's no one who
... and keep about, you can't do it alone.
... and study from regular basis. It's not only
... what you can get into. I think as time as time
... they are more confident in the way you handle
... a credit situation."

"If you're now considering expanding how you
... need to be pretty much to take the control on with
... that position. "If you're business is going well, and then
... you without the way up, you will have to do a
... business quickly," stated Forward.

"Regularly consulting that to look at. "The
... average going to be maybe twice the size of
... the size of the one. And I don't believe you
... can run a business on your own. You need
... but an increasing your margins and you get



"What are
... your motives,
... you need a solid
... business plan, so
... business fundamen
... of it."