

# SCJ, Inc.

## A to Z List of Bad Debt Warning Signs

Accounts displaying any of the following 'Bad Debt Warning Signs' should be forwarded **immediately** to SCJ, Inc. for collection:

- A) Debtor payment already 90+ or 120+ days past due
- B) Changes in payment pattern from "on-time payer" to "late payer"
- C) Debtor breaking promises for payment
- D) Debtor ignoring demands for payment
- E) Debtor asks for re-negotiation of payment terms
- F) Debtor makes partial payments without your agreement
- G) Debtor skips payments
- H) Debtor pays with cheques with not sufficient funds ("NSF")
- I) Debtor claims payment delay due to bank or government problem
- J) Debtor claims they do not have the money to pay
- K) Debtor claims they cannot pay until they get paid by their customer
- L) Debtor claims they lost a major client and thus cannot pay you
- M) Debtor threatens company bankruptcy if you demand payment
- N) Debtor executive responsible for authorizing or processing payment is "not available" and "will not be able to respond for a long period of time"
- O) Debtor asks you to be patient because they have new investors
- P) Debtor tells you to be patient because their company is being sold soon and they then will be able to pay
- Q) Rumors in the industry (from customers' staff, your sales staff, other creditors) of debtor financial trouble
- R) Rumors in the industry (from customers' staff, your sales staff, other creditors) of debtor company sale
- S) Debtor buying from your competitor(s) without having paid you yet
- T) Your competitor(s) calls asking for credit references on your debtor
- U) Debtor buys product at quoted price, but wants a bigger discount after receipt of merchandise
- V) Debtor asks you to accept return of merchandise long after the delivery has been made (and perhaps with goods not in resale-able condition)
- W) Debtor (falsely) claims you supplied defective products or services
- X) Debtor refuses to cooperate with reasonable and appropriate inquiries about their delinquent payment
- Y) Debtor lies to you
- Z) Debtor avoids contact, not returning messages / e-mails