Credit management strategies employed

Suspending work and services	↑	54%
New customer credit checks	↑	48%
Writing to debtors, including solicitor involvement	↑	47%
Suspending customer credit facilities	↑	45%
Small Claims Courts / County Court Judgments	↑	31%
Visiting debtors in person	↑	30%
Existing customer credit checks	↓	29%
Interest on late payment	↑	25%
Factoring	↑	16%

For the full results, visit www.hiltonbaird.co.uk/cs