

IMPROVE COLLECTIONS

WITH COURSE AT USI



## NEWS RELEASE

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A day-long seminar on Monday, March 21, at the University of Southern Indiana will offer ideas on solving the problems in collecting overdue bills.

C. Connie Firm, president of CMR Ltd., Chicago, will be the instructor. The course will deal with debtor profiles, building staff enthusiasm, reducing lost time, developing an authoritative telephone voice, and writing letters that speed payments. Individual assistance on specific problems will be available.

The registration fee of \$125 -- \$115 when two or more register together -- covers lunch and materials. Call the USI Office of Continuing Education, (812) 464-1863, for information or to register.

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