

# Topic

# Collection Strategies



A key component of an effective collection strategy is, of course, not to incur the debt in the first place. For this objective, there are definite measures a business can take to prevent past due receivables. It starts with the right documentation up front when you establish your company's "Terms of Business" (TOB)".

I believe reducing the frequency and severity of your aged receivables is as important as finding new customers, and it begins with your onboarding process.

**Tuesday**  
**February 3, 2026**

**10 AM CST**

**Zoom**  
**Meeting**

## Your Host: Marc Davenport

*AVP of Customer Service*  
*Caine & Weiner*

Marc Davenport is a serial entrepreneur, wealth strategist, and business leader with over five decades of experience helping organizations improve sales, performance, and profitability. He has successfully raised capital for entrepreneurs, bringing innovative products, services, and production methods to market, driving growth through strategic commercialization.

As AVP of Customer Experience at Caine & Weiner, Marc partners with finance, credit, and collections leaders to uncover the root causes of receivables challenges—whether it's aging A/R, post-acquisition disruption, or limited internal resources. His approach goes beyond traditional vendor relationships, delivering strategic solutions that protect cash flow while preserving valuable customer relationships.



**Let's Connect!** 

[www.nacmconnect.org](http://www.nacmconnect.org)