



“Script for Negotiating With Commercial Creditors”

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When you have to interact with creditors to settle your debts, it helps to have a script prepared before you make contact. Here is a proven script that I use in my commercial debt reduction process. I know it works because overall, I have achieved an average of more than 60% reduction in overall commercial debt reduction for my clients.

“Hello, my name is [your name] with [your company name]. I’m calling in regards to a past due account receivable you presently have with our company, Do you have the account information handy?”

[Wait until they pull the account file.]

As you probably know, [your company name] has had some extreme difficulty in meeting our cash flow demands for quite some time. We are currently working at a financial restructure to enable us to clear our debts and position us so that we can keep our doors open.

I have been adding up the balances of the primary accounts we have and I am comparing these balances to figures estimated on what we are capable of paying. I know we owe [\$ total of the payables to this creditor] on outstanding accounts not counting the taxes owed to the government. I have a few more calls to creditors to verify figures and then I’ll call you back to let you know what date you will be paid and the amount of payment.

[Hang up]

[Call back the next day]

[State your greetings and identify yourself]



We have reviewed all the figures and developed a plan...so I'm calling my creditors, making a one-time offer to each of them...and we will honor each agreement in the order that we received them. We don't want to waste any more of your time on this account...We know it's been a hardship on your company.

As I told you yesterday, we are experiencing grave cash flow problems. We will not be able to remain a functional business without settling our accounts. We need your help and understanding to remain viable. Your consideration now should help generate future cash flow for both of us.

The best offer I feel we can honestly pay your company is (\$ state the offer) to pay off your account...The settlement is to be considered payment in full. If you are willing to accept the [the offer amount] as payment in full, we would be in the position to pay you with a Certified Cashier's Check on [date or terms]. I encourage you to consider this proposal. I realize that this must probably be less than what you were expecting, but we do have many other accounts to settle.

I can put a rush on the money for you and insure that you are a priority account. Do you need a day to think about it or would you like me to settle it and reserve this cash for you today?

[At this point, you will have to determine if you need to negotiate with a higher amount, time, or payments--negotiate-negotiate-negotiate.]

[end of script]