

# TERMS OF TRADE

Because - you work hard for your money



THE BENEFITS OF COMPREHENSIVE TERMS OF TRADE DOCUMENTATION ARE VITAL FOR THE SMOOTH RUNNING OF YOUR BUSINESS. THEY WILL HELP PROTECT AGAINST THE LOSS OF PROFIT, PROVIDE INDEMNITY FROM POTENTIAL LIABILITIES AND ENABLE CHARGES TO BE IMPOSED FOR LATE PAYMENT. TERMS OF TRADE ALSO PROVIDE THE ADVANTAGE OF SECURING YOUR INTEREST IN GOODS AND SERVICES SOLD UNTIL THEY ARE PAID FOR. UTILISING THE PERSONAL PROPERTY SECURITY REGISTER (PPSR) IS A GREAT ASSET IN PROTECTING YOUR INTERESTS.

TO ENSURE YOUR TERMS OF TRADE ARE ALWAYS UP TO DATE AND TO GET EC CREDIT CONTROL TO REGISTER YOUR PERSONAL PROPERTY SECURITY INTERESTS SUBSCRIBE TO OUR TERMS OF TRADE SUBSCRIPTION SERVICE.

FULL RECOVERY OF COLLECTION COSTS CAN BE A SIMPLE MATTER OF HAVING STRAIGHTFORWARD AND EFFECTIVE TERMS OF TRADE AND CREDIT MANAGEMENT POLICIES IN PLACE.

## YOUR MONEY SHOULD BE IN YOUR ACCOUNT

Correctly worded Terms of Trade documentation establishes a clear legal relationship with your customer from the beginning. This will improve cashflow and reduce the cost of monitoring payments, resolving disputes and unpaid accounts. In particular, the documentation will prevent your client from taking advantage of your business at the expense of the shareholders and their capital.

If your competitors have correctly worded Terms of Trade in place, and you do not, then you are at a distinct disadvantage. You could be working for nothing while your competitors are paid on time.

Because every business is different, we will tailor the Terms of Trade documentation specifically to your requirements. EC Credit Control will include your logo on all relevant documentation.

## COMPREHENSIVE SERVICES

We will provide you with a comprehensive range of personalised documentation including the following:

- Terms & Conditions of Trade
- Personal & Corporate Guarantees and Indemnities
- Credit Application Forms
- Work Approval and Quotation Forms
- Variation and Multi Purpose Forms
- Do and Charge Forms

We will ensure your Terms of Trade covers you for:

- Fair Trading Act 1986
- Privacy Act 1993
- Consumers Guarantees Act 1993
- Personal Property Securities Act 1999
- Construction Contracts Act 2002
- Recovery of Costs, Expenses and Interest



By having comprehensive Terms of Trade, our business has avoided many of the debts we previously couldn't recover.