

# Treasurer Training Program

This program is designed to give you an expert level understanding on deductions management and reducing bad debt write offs.

## Meet Your Expert Instructors



**Robert S. Shultz**  
Founder,  
Quote to Cash Solution

He has thirty years of experience as a global credit and financial executive for large multi-national companies. He is the Founding Partner of Quote to Cash Solutions



**John Donovan**  
Principal Consultant  
Order to Cash,  
Credit & Collections

John M. Donovan is a senior financial services executive specializing in all aspects of the Order-to-Cash and back-office processes.



**Bruce Lynn**  
Managing Partner at  
The FECG LLC

Bruce, during his many corporate treasury assignments, has worked in countries throughout Asia, Africa, and Europe and with all levels of management up to and including the CEO level.

# Treasurer

# Course Curriculum

## 1. Managing the Modern Treasury - Everything You Need to Know

- ▶ Steps to Know your Company Better
- ▶ Introduction to Treasury Functions
- ▶ Bottom Line - Why Treasury Function

Bruce Lynn

🕒 30 mins

O2C

## 2. Selecting the Right Cash Forecasting Model for Your Business

- ▶ Cash Forecasting - Changing Trends, Challenges and Complexities
- ▶ How to Build an Accurate Cash Forecasting Model For Your Business

John M. Donovan

🕒 20 mins

O2C

## 3. How to Effectively Manage Credit Department Stress

- ▶ Cash Forecasting - Changing Trends, Challenges and Complexities
- ▶ How to Build an Accurate Cash Forecasting Model For Your Business

Robert S. Schultz

🕒 120 mins

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## 4. The Art Of Mastering Presentations: Best Practices You Need to Know

- ▶ Face to Face Presentations vs Virtual Presentations
- ▶ Things TO DO in Presentations
- ▶ Best Practices for a Live Event - Part 1
- ▶ Best Practices for a Live Event - Part 2
- ▶ Things NOT TO DO in Presentations

Robert S. Schultz

🕒 30 mins

O2C

## 5. Complete Guide to Different Payment Options in Cash Application

- ▶ What are the Different Payment Options
- ▶ How to Evaluate and Improve Various Payment Options

John M. Donovan

🕒 30 mins

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EXPLORE MORE