



Fundamentals for Factors: How You Can Make Large Returns in Small Receivables

By Jeff Callender

Dash Point Publishing, Incorporated. Paperback. Book Condition: New. Paperback. 160 pages. Dimensions: 8.9in. x 6.0in. x 0.6in. What Is Factoring and Who Is Jeff Callender Factoring accounts receivable selling and buying business invoices is quickly becoming a popular means of financing for small companies. While it has been in existence for centuries and is widely used throughout Europe, many people in North America are only now learning about factoring and its benefits. Jeff Callender started his own factoring company in 1994. The next year he delivered his first book, Factoring Small Receivables (now titled How to Run a Small Factoring Business). Since then, his many books, articles, and ebooks have shown readers how to utilize factoring in their businesses to improve cash flow and enable growth. Others, after reading his works, have chosen to become factors themselves. Still others, hired by factoring companies, have been given his books and ebooks as required reading. The Small Factor Series The Small Factor Series includes five titles, each of which builds on the previous book (though they can be purchased and enjoyed separately as well). All are available from Amazon in paperback and the Kindle Store. The books include: 1. Factoring Wisdom: A Preview...



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