Maximum exposure to a late customer · How to approach it?

For: Paušalni obrt · Obrtnici · j.d.o.o. · d.o.o.

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Applicability: According to the profile and circumstances of the described case.

Estimate the total value of overdue invoices, open orders and expenses you still need to pay.

A starting point in practice

Keep a running record of the open balance per customer and the schedule of actions under the contract.

Simulate the consequences if the largest customer fails to pay during this period.

Working example · Maximum exposure to a late-paying customer

Simulate the consequences if the largest customer fails to pay during this period.

Specific next steps

1. Keep a running record of the open balance per customer and the schedule of actions under the contract.
2. Simulate the consequences if the largest customer fails to pay during this period.
3. For new orders, consider an advance payment or shorter confirmed milestones.

Limits of application

Apply the guideline to your documents and working methods.

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