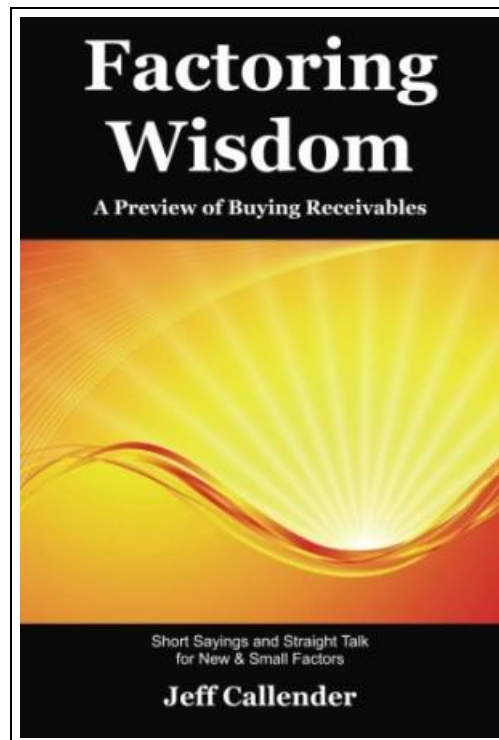


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Dash Point Publishing, Incorporated, United States, 2012. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.What Is Factoring Wisdom and Who Is Jeff Callender? Factoring ? the age-old practice of selling and 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 wrote 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 decided 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 of Buying Receivables 2. Fundamentals for Factors 3. How to Run a Small Factoring Business 4. Factoring Case Studies (2nd Edition) 5. Marketing Methods for Small Factors Brokers Factoring Wisdom Factoring Wisdom: A Preview to Buying Receivables, includes nearly 100 pages of brief quotes from all Jeff s books and ebooks. Grouped alphabetically by subject, this volume provides a thumbnail sketch of the information, experiences, and words to the wise generously peppered throughout his works. They are condensed here for an easily grasped summary of factoring and its many finer points....

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