



## Factoring Case Studies: Essential Lessons from 30 Real Factoring Clients

By Jeff Callender

Dash Point Publishing, Incorporated. Paperback. Book Condition: New. Paperback. 240 pages. Dimensions: 8.9in. x 6.0in. x 0.6in. Why a Book about Factoring Case Studies While factoring offers excellent return on investment for entrepreneurs who buy other companies invoices, the road factors travel is laden with land mines. The best way to recognize the dangers (short of being a factor for years) is to read as many true stories as you can about real-life people. Factoring Case Studies offers exactly that. Jeff Callender has been a factor for two decades and has his share of stories to tell; some are included here. Over the years he has written numerous books, articles, and ebooks for small business owners, factoring brokers, and other factors. Those hired to work for factoring companies are often given his books and ebooks as required reading. The Small Factor Series The Small Factor Series includes five titles, all available from Amazon and the Kindle Store. The books include: 1. Factoring Wisdom: A Preview to 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 and Brokers Factoring Case Studies, 2nd Edition Factoring Case...



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