

# 7 WAYS TO SPEED UP YOUR AGENCY'S RECEIVABLES

## 01 GO DIGITAL

Consumers—including businesses—have long since embraced digital payments. They live in a 24/7 digital world and paying instantaneously instead of writing checks or sending cash is much more convenient for them.

## 02 PAYMENT OPTIONS

Debit cards, credit cards, and ACH are on the rise. Choice means clients are not tied to any one payment method. They can earn points on their Visa card this month or use their AmEx or a debit card next month.

## 03 MAKE IT EASY

Online payments should be anything but tedious for policyholders. Use links on invoices and pay buttons on your site so that people don't have to search for your payment page.

## 04 HELP ON DEMAND

Even tech-savvy clients may need help making their payments at first. Provide instant support and answer any questions clients may have, whether it is through chat, in an email, or over the phone.

## 05 AUTOMATIC PAYMENTS

You can never predict which client or which payment will be late! Offering recurring payments is a convenient way for clients not to miss payments. Equally important, it makes your receivables timely and predictable.

## 06 AUTOMATE REMINDERS

Switching from manual work to automated emails makes sure invoice reminders and late payment notices go out on schedule. ePayPolicy's invoice notifications feature, for examples, saves time for your staff!

## 07 AMS INTEGRATION

While there are a number of industry-agnostic payment processors out there, you'll be better served with one that is designed specifically for the insurance industry and that integrates with your management system.

