



How a supplier cut delinquent receivables in half

Sending preliminary notices **created urgency** and **prompted quick payment** from Intl. Marble's customers



Mounting receivables from slow-paying customers

Danetta Haynes, the controller at Intl. Marble, had a problem. The company's 90+ days receivables had grown to 70% of their total A/R. Collection calls, emails, and letters only led to empty promises of payment or were ignored altogether.



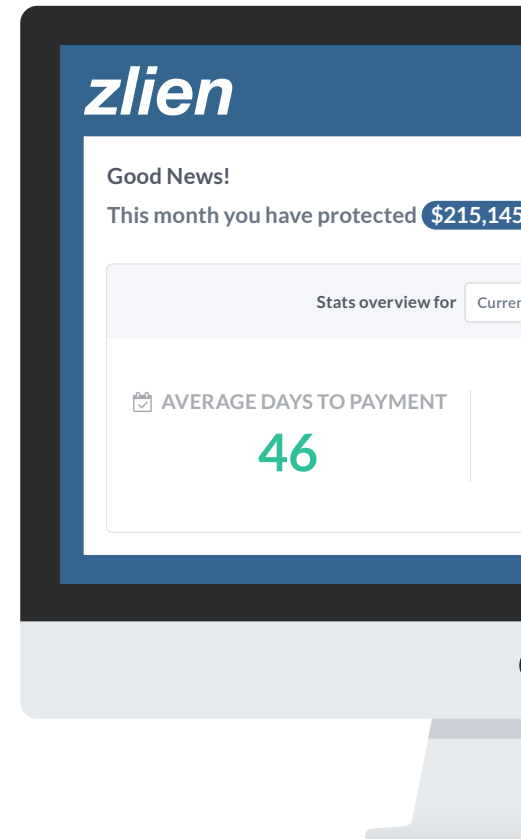
Sending notices provided the leverage to get paid

Stressed, frustrated, and unsure where to turn, Danetta was just about at the end of her rope. As soon as she began sending preliminary notices through *zlien*, her customers started taking her requests seriously. She "got payment so fast it would make your head spin," and her receivables problem turned around almost overnight.



Faster payments. No more bad debt. No more stress.

Now Danetta uses *zlien* to send notices and track lien rights deadlines on every job. As a result, Intl. Marble Industries' past due receivables have dropped by 50%. With customers prioritizing their invoices, Danetta spends more time helping the company grow and achieve their ambitious revenue goals.



"We would rather send a simple notice on a project than risk not getting paid. All we had to do was add some information, click a button and our \$11,000 job was protected. zlien is worth every penny!"

Danetta Haynes, Controller, Intl. Marble Industries
Based in Georgia, operating nationwide

How can *zlien* eliminate your construction payment stress? Let's talk.
(866) 720-5436 • zlien.com