



Calling an Audible: A Blitz is on the Way!

(Creditors' Rights Issues and Planning)

Rick Lange

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Getting Blitzed



(aka, a credit goes south)



Edited version | Downloaded from <http://www.youtube.com/watch?v=xGIOfg0P1-I&feature=related>

The Warning Signs . . .



- Aging accounts receivable/slow pay
- Phone calls/emails not returned
- Personnel turnover/new management
- Lawsuits, construction liens, tax liens, etc.

The Response



- Run the play
- Call timeout
- Call an audible





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