

SA-VIT COLLECTION AGENCY TIPS OF THE MONTH ARCHIVES



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NETWORKING THROUGH YOUR VENDORS

You normally network with your peers: office managers and administrators who are in the same specialty as our own. (If you don't, you are missing an excellent and valuable learning opportunity to increase the efficiency and productivity of your office.) However, have you thought of networking through your vendors?

Your vendors are in touch with different practices every day. They often know, or can readily find out, what these practices are doing to solve management problems similar to the ones you face.

For example, your accountant knows which banks are most friendly to medical practices, which billing protocols are most effective, how others manage cash flow effectively, etc. He can put you in touch with administrators in other non-competitive practices with whom you can discuss problems and solutions.

Computer software representatives can connect you with other customers who may be helpful to you, even if they are not nearby.

Pharmaceutical representatives, medical office suppliers, copy machine repair people, billing company owners, collection agency personnel, etc., all have network potential.

These vendors are all anxious to offer added value to their products or services. Don't be afraid to present your problem to them. They just may know someone who can help you solve it!

Expand your networking opportunities.

