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**Greater Hartford Chapter  
 R HOUSE Restaurant  
 June 19, 2013**

- Welcome! Opening prayer, praise reports
- FCCI update
- Today's topic: **Beware of the Accounts Receivable Boomerang!**



***'Be patient with me,' he begged, 'and I will pay back everything.'***  
 –Matthew 18:26b

If you read the entire context of this story in Matthew 18, it's really a lesson about forgiveness. However, we can also glean insights about our attitude about and approach to accounts receivable.

Are your accounts receivable procedures and policies based on patience and compassion, or impatience and harshness?

Do you have a double standard with accounts payable vs. accounts receivable? Do you beg for mercy from your suppliers on one side, while playing hardball with your customers on the other?

The end of this passage reveals to us that if we apply a double standard, it will boomerang back to us, and it won't be pretty.

Remember, mercy triumphs over justice. We don't want to enable customers to be irresponsible with their financial obligations, but we need to be careful how we handle their tardiness. The Lord is watching!

Think back to a time when you had to beg for mercy from a supplier. How did that go?

Think back to a time when you were merciful to a customer who was late in payment. How did that go?

Have you ever been the recipient of a supplier playing hardball with you? How did that go?

Have you ever played hardball with a customer? Have you ever used a collections agency? How did that go?

As you look back, would you have handled situations differently?

Evaluate yourself from 1 (weak) to 10 (strong) in terms of being merciful with A/R.	1	2	3	4	5	6	7	8	9	10
Why did you give yourself this rating?										
What benefits might you enjoy by handling A/R more graciously?										
What specific actions can you take to be more gracious about A/R?										

- Next meeting on 7/3
- Other news/announcements
- Closing prayer