

Deductions Manager Training Program

This program is designed to give you an expert level understanding on deductions management and reducing bad debt write offs.

Meet Your Expert Instructors



Jessica Butler
Founder,
Attain Consulting Group

Founder of Attain Consulting Group, a deduction and chargeback management advisory firm



Kimberly Erickson
Owner, Principal
Optimize Consulting

Kimberly consults with companies in the manufacturing industry to improve accounts receivable processes, implement or adjust systems, lower balances, and reduce cost to operate

Deductions Manager

Course Curriculum

1. Building a Deductions Dashboard for Senior Management

- ▶ Importance of Deductions Dashboard for Executives
- ▶ Prioritizing Dashboard Components for Executives
- ▶ Sample Deductions Dashboard Summary Analysis

Jessica Butler

🕒 40 mins

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2. Big Box Retailer Deductions: Benchmarking Survey & Best Practices

- ▶ Big-Box Retailer Deductions Survey: An Overview
- ▶ PO On-Time Non Compliance for Big-Box Retailers
- ▶ Benchmarking Shortage Deduction for Big-Box Retailers
- ▶ Benchmarking Pricing Deduction for Big-Box Retailers
- ▶ Leveraging Company Coordinators to Resolve Deductions
- ▶ Resolving Invalid Deductions with Big Box Retailers
- ▶ Leveraging Sales Teams to Eliminate Big Box Retailer Deductions
- ▶ Understanding Big-Box Retailer Shortage Deductions
- ▶ How Big Box Retailers Address Shortage Deductions
- ▶ Catalog Mismatch: Root Cause for Big-Box Retailer Deductions
- ▶ Purchase Order Mismatch: Big Box Retailer Deductions Challenges
- ▶ 3 ASN Mistakes Responsible for High Shortage Deductions
- ▶ Label & Invoice Mismatch: Critical Errors Leading to Big Box Retailer Deductions

Jessica Butler

🕒 60 mins

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3. ABC's of Trade Deductions and Settlement Methods

- ▶ Purpose and Customer Types Involved in Trade Deductions
- ▶ How are the Deal Documents Documented
- ▶ What are the Three Trade Settlement Methods

Kimberly Erickson

🕒 30 mins

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4. Deductions Management Maturity Model: How to Optimize Your Process

- ▶ Understanding the Deduction Management Maturity Model
- ▶ Root-Cause Analysis of Underlying Reasons for Deductions
- ▶ Steps to Move Up the Deductions Management Continuum

Jessica Butler

🕒 30 mins

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