



NETWORK 2005  
April 13 - 14



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Sheraton San Diego  
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## Breakout Sessions

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### The IRS Advantage & Other Collection Tools

Presented by Ben Ricci - Stevens & Ricci

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**How much has your company lost in outstanding and uncollectible debt?** Collecting on a bad debt costs you both money and valuable resources. The petroleum industry particularly faces lost revenue and lengthy collections primarily based on their inability to repossess most fuel products.

Ben Ricci of Stevens and Ricci expertise in the petroleum industry offers you comprehensive and powerful tools to collect on bad debt. After spending years of frustration as a Credit Manager, Ben decided to take action and created unique ways to get payment from late payers. His strategies are proven with higher than average recovery rates. In fact, Ben once collected an extra \$100,000 in interest income with his collection tools!

Ben has developed what could be considered the single most powerful collection tool ever created for stubborn no-pays... the **IRS Advantage**. This imposing collection strategy works on the premise of reporting the debt as a loss. This will cause the IRS to view the loss as income to the debtor. When debtor realizes the IRS may be examining their tax statements more closely, you'll be surprised how fast a check can arrive in the mail!

Stevens and Ricci have changed the rules of the game. Their strategies have worked for other petroleum marketers and they can work for you. You cannot **afford** to miss this breakout presented by Ben Ricci. Find out how you can collect not only on bad debt but possibly interest income as Ben discusses the IRS Advantage and other exceptional collection tools.

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