



Factoring 101: A Broker's Guide

By Robert T. McMahon

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Factoring 101: A Broker's Guide is a comprehensive training manual for those seeking a career path to becoming a freelance independent broker in the exciting commercial factoring industry. Factoring 101 is packed with the need-to-know knowledge required to enter this lucrative field and begin earning the residual life-of-account commission income that factoring has become famous for. Although packed with important fundamental industry knowledge, Factoring 101 is also written from the broker's perspective and focuses heavily on marketing and business development. It includes numerous case studies which explain the factoring process in detail as well as an entire chapter devoted to the many niche and specialty areas of this lucrative industry. As the introductory training manual for the IACFB (International Association Of Commercial Finance Brokers), the guide also provides access to the IACFB's Factoring Broker Forums and the Directory of American Factors and Lenders which includes over 500 broker-friendly sources of factoring and alternative commercial finance to assist new brokers in entering the industry the "right way"..

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