







## How To Canvas Referral Clients

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When it comes to canvassing referral clients for receivables financing, your existing client base and business contacts are a natural starting point. Additionally, leveraging online resources such as LinkedIn and internet searches can uncover businesses that could benefit from receivables financing, providing you with potential referral leads.

It's essential to recognise that any business engaged in credit transactions with other businesses can potentially reap the advantages of receivables financing. However, certain industries have small cumulative invoice values per debtor per month and therefore our minimum platform fee might not make it cost-effective. Nevertheless, the referral client is welcome to get a quote.

Common industries that often find receivables financing beneficial include wholesale, distribution, manufacturing, engineering, construction, information technology, agriculture, transport and logistics, staffing and recruitment, marketing, as well as consulting and professional services.

## Support for Referral Agents

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For any technical queries on the product, platform or referral programme, please email us and a representative will contact you.



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