



The Georgia Chamber is excited to announce a partnership with NOWaccount to give members a faster, easier and more affordable way to access necessary capital.

NOWaccount is the first merchant service designed specifically for businesses that sell to other businesses, non-profits and government agencies. NOWaccount can help your business improve cash flow, eliminate risk of customer non-payment, and relieve you of the burden of accounts receivables processing and collections for less than the cost of accepting a credit card for payment. In addition, you will be in a strong position to offer your customers longer payment terms to help increase sales without negatively impacting your cash flow.

BENEFITS TO YOUR BUSINESS

Immediate Access To Capital

Access the capital needed to fund the trade credit demands of large commercial and government customers, for less than the cost of accepting a credit card for payment.

Vendor Payment Options

Your vendors can enroll in the program to get paid immediately, saving time and reducing calls to your Accounts Payable department.

Risk Reduction

Invisible to your clients, NOWaccount assumes the risk of customer non-payment and provides a risk assessment on potential clients.

Eliminate New Client Concerns

Demonstrates credit availability and balance sheet strength to large customers.

Product & Service Fees Waived

Enrollment and service fees are waived in perpetuity for Georgia Chamber members, an annual savings of more than \$400!

“NOWaccount has essentially saved my business and I can honestly say I can sleep better at night. The NOWaccount program allows me to take on more work, employ more workers and gives me the peace of mind knowing that I can make my payroll every week. This program allows me to grow my business!”

-Construction Company
Lilburn, GA

“We are able to keep our vendors paid when we have large jobs we are waiting on for completion and payment.”

-Security Company,
Alpharetta, GA

www.gachamber.com/nowaccount



Georgia Chamber Making it Easier for Small Businesses to Gain Access to Capital

Chamber Member Leverages NOWaccount® to Manage Cash Flow and Fund Growth

Georgia Chamber Board member Maria Guerra-Stoll oversees GSB Architects – a thriving business with projects across the continental U.S., as well as Alaska, Puerto Rico and the Dominican Republic. Focusing primarily on the development and repurposing of commercial space for the telecommunications, financial and film/movie production industries, GSB is known for its superior customer service. In fact, most of the firm’s work comes from referrals and repeat clients, including AT&T, GSB’s very first client.

But while GSB has achieved tremendous success, funding those projects remains an ongoing challenge.

“In the past, we primarily relied on a line of credit from a bank,” Guerra-Stoll says. But as the banking industry has changed, lines have been cut and more of their lending capacity has been directed toward larger companies. “They’ve become less and less of a strategic partner.”

In order to facilitate her company’s growth, Guerra-Stoll has had to modify the way she operates her business.

“Today, we’ve shifted our billing process to more frequent intervals,” she explains. “We’ve also become more aggressive on the front end of a contract, working through the start-up as quickly as possible so that billing is not lagging far behind first expenses.”

Like many businesses with extended sales cycles, GSB typically spends months getting to a final contract before a purchase order is issued and it can start billing. Then, once the invoice is submit-

ted, many customers require 30-day terms or longer.

“In fact, we are seeing terms being stretched out further today,” she says, “apparently a product of these economic times.”

While looking for a solution to meet her company’s cash flow needs, Guerra-Stoll learned of the new NOWaccount program being offered by the Georgia Chamber. As a result, today she gets paid “practically immediately.”

“A small business cannot afford to have aging receivables. We are simply not capitalized in the way a bank is, or a large business.

“NOWaccount has put an end to our playing banker, and has greatly relieved our cash flow.”

In addition to helping manage cash flow, GSB also leverages NOWaccount when purchasing large orders of furniture for its clients. Being able to pay vendors in a timely manner helps the firm maintain its position of preferred customer.

“NOWaccount brings stability to our operations, and that is very important,” says Guerra-Stoll. “We can focus more on our business, and spend less time on managing receivables.”

For more information on how NOWaccount can help your business, visit www.gachamber.com/nowaccount.



HOW IT WORKS:

- You choose which customers to enter into your NOWaccount
- NOWaccount approves your selected customers within 48 hours
- You receive 90% of the invoice amount within 5 days of invoice submission
- You receive the 10% reserve, less a low fee, 30 days after invoice maturity (Day 60 for a Net 30-Day Invoice)
- Fee is based on the payment terms you offer, not when, or if, the customer pays
 - ▶ Net 30 Day Invoice = 2.50%
 - ▶ Net 60 Day Invoice = 2.75%
 - ▶ Net 90 Day Invoice = 3.00%
 - ▶ 1% surcharge for international buyers
- You have no credit risk on the customer
 - ▶ NOWaccount assumes liability for customer payment. You are responsible for satisfying legitimate customer disputes.

Take advantage of this member benefit today!

Go to www.nowaccount.com

Log in using the code **GACC001** as your User ID and Password

For more information, visit www.gachamber.com/Nowaccount or contact Kelsey Moore at kmoore@gachamber.com or 404.223.2261.