

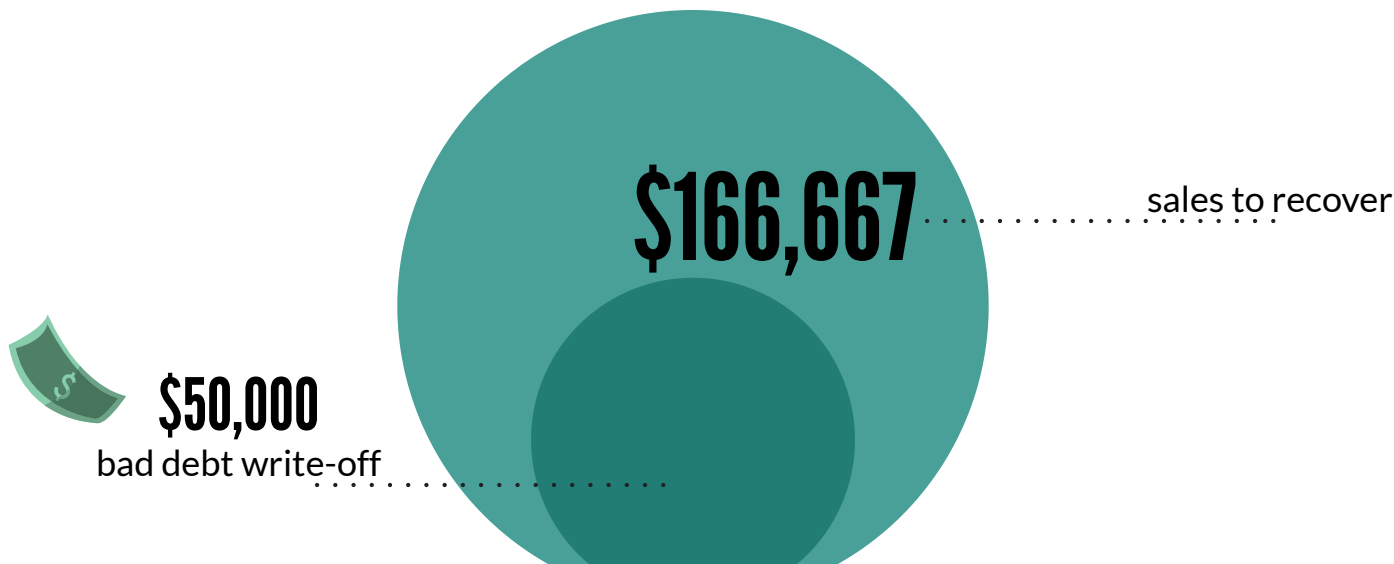


# The REAL Cost of Write-Offs

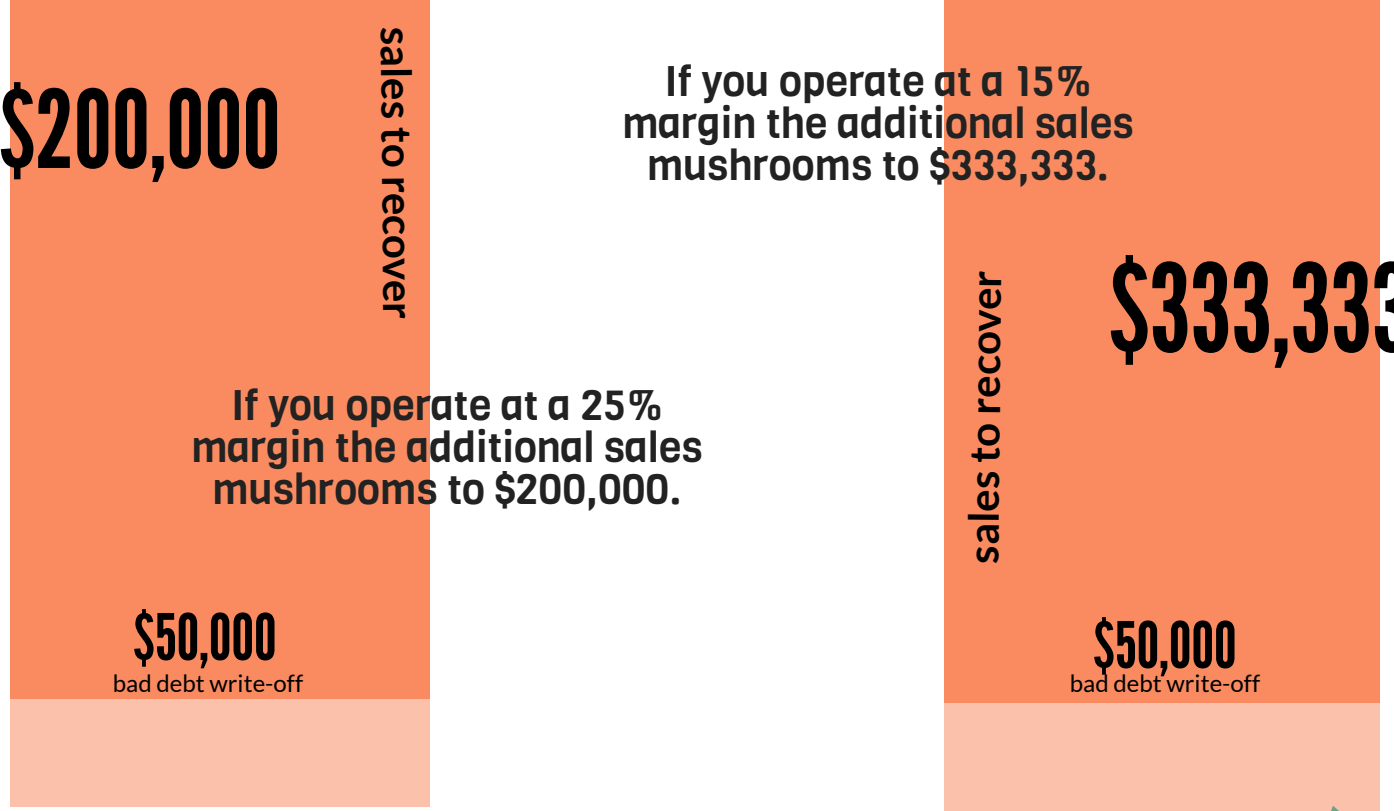
It is important to understand the costs associated with a write off. It's not as simple as "We wrote off \$50,000 so we just need to make \$50,000 elsewhere."

## Consider This

Consider a write off of \$50,000 at a 30% margin. You would have to generate \$166,667 in additional sales to recover that lost profit.



## The costs can be crippling

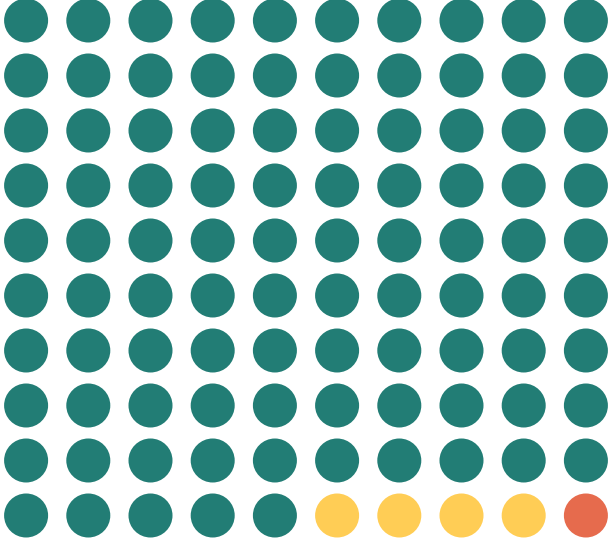


*In truth, several large write offs could severely impact cash flow, or worse, force a company to close its doors.*

## Save with Preliminary Notices

Serving notices regularly, reduces the need to file a mechanics lien or proceed with suit.

Once a mechanic's lien process is in place, and you are regularly serving preliminary notices, it is likely that only 4% of your projects will require you to file a mechanic's lien, and less than 1% of your projects will require you to proceed with suit to enforce your claim.



**95%**

of the time, serving a preliminary notice will be enough to get you paid

Contact NCS to learn more about securing your receivables!



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