

KAREN HART IN NACM'S BUSINESS CREDIT EXPLORES WHY AND HOW TO SEND EFFECTIVE DEMAND LETTERS

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Partner Karen L. Hart authored the *Business Credit* magazine article titled, "A Credit Manager's Guide to Effective Demand Letters." *Business Credit* is a publication of the National Association of Credit Management (NACM). The piece addresses the importance of demand letters for lenders seeking collection, especially when calls and emails have been ignored. As Hart details, "A smartly crafted demand letter to the right people at your customer's company can be a game changer, increasing your chances of payment and making your bottom line shine." Beyond the importance of such letters, she discusses goals to keep in mind when writing, and legal requirements to consider, based on the type of debt being discussed.

To read the full article, please click [here](#).

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