

## 12 WAYS TO DELAY PAYING YOUR BILLS

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Wait until they send the bill the third time then write (never phone-writing is slower) and ask why you haven't received an invoice. Demand a written reply for your auditors.

Ask for an itemized account but don't explain what you mean by "itemized". Then, when you receive it, write back saying it wasn't what you wanted at all.

Sales Taxes give you almost unlimited scope to delay payment. For example: why have they charged sales tax when your Purchase Order (which, of course you never sent them) clearly shows sales tax exemption? Alternatively, if no sales tax is charged, why not? Or why Federal but no Provincial? Or vice versa?

Say your books have been impounded by the R.C.M.P. as evidence in a complex and highly secret case, which you might (you hint) involve a close friend of your supplier company's president.

Tell them, for accounting reasons, you must have the bill broken down into two. Then have someone else in your organization start the whole thing over by asking why there are two bills instead of one. And then, pay only one!

Send a cheque with figures not matching words. When they call, send a corrected cheque...but omit to sign it.

Send a copy of their invoice with a torn corner of a cheque stapled to it. This will start a frantic hunt for your missing cheque. When you eventually hear from your supplier, you can delay further while you "check with your bank". All this time, they'll be apologizing to you!

Tell them your cheques require two signatures and the other signing officer has gone on a month's cruise, had a heart attack, run off with your receptionist, or run off with your receptionist and had a heart attack while on a month's cruise.

Send a cheque for about 1/10 the amount owing made out to a different (fictional) company. When they call, apologetically tell them your office girl is always putting things in the wrong envelope, and that you'll personally take care of it "right away" (translation: in 3 months).

Tell them you must have a separate breakdown of labour & materials. When they send it, tell them you think they've got their figures reversed.

Deny all knowledge of ordering (or receiving) the items they've billed you for. Ask for details of who ordered, when & how shipped, who signed for receipt of shipment, etc.

Tell them you thought it was clearly understood they didn't get paid until your customer pays you, and your lawyers are trying to collect now.