



PLEASE PASS THIS IMPORTANT LETTER TO YOUR CREDIT CONTROLLER

Dear Member

Re: MIA Credit Information Scheme - Exclusive to Members

As an MIA member, you are entitled to participate in our industry Credit Circle which highlights credit risks to avoid. The report becomes more comprehensive if you provide detailed information about any bad debtors you have, however if you have no current bad debtors or would prefer to send a 'NIL RETURN' that is fine, you will still receive a report for your records.

The credit circle is one of the most beneficial schemes for our members financially, and the more who contribute, the better it becomes. I strongly urge you to become involved in this simple but effective scheme. I enclose an example of the report so you can see how it works, and how it can assist in improving your "bottom line".

The service is entirely FREE and has worked for many years within other industries. It clearly exposes those companies, or individuals, who consistently seek unfair credit opportunities, and so enables MIA members to avoid those risks.

The system is quick and simple. Your accounts department completes the submission form, each month, and returns it to the MIA office by fax or email. Our staff collates all the information into a group report, which is sent out to you at the end of each month.

This helps you decide, on the basis of the information in the report, how to handle credit risk when undertaking business with companies on the list. The process is then repeated monthly.

This service is for MIA members only, however it relies on the active participation of our membership for it to be truly successful. Currently, over 40 member companies are involved in the scheme - and the more the better.

Please advise your accounts department to take part, so that you can see the benefits.

Please note that you will only receive the credit information if you join the scheme and send in a submission. This means that only those who contribute enjoy the financial benefits.

Kind regards

A handwritten signature in black ink, appearing to read 'Chris Aylett', written over a horizontal line.

Chris Aylett
Chief Executive



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MIA Credit Circle

Monthly Submission Form

The MIA Credit Circle saves you money by reducing bad debts and **IT IS FREE**. You cannot afford, in these tough times, to ignore any help available to avoid bad debts. It's as simple as that!

All MIA members, who are part of the **MIA Credit Circle**, voluntarily share specific bad debt information via a monthly report. This report shows any customer who has exceeded their payment terms (plus what size and what stage the issue has reached).

This invaluable report forms a vital part of the credit record for each customer. It allows Credit Circle members to better identify those who are consistently having payment difficulties to other suppliers in the motorsport sector.

To join the Credit Circle FREE, simply complete the form below, each month, and receive the credit information available – only those who complete the form are entitled to be part of the Credit Circle.

- List below all overdue debtors that your company has, either UK or Overseas for (Month)
- Use the following key to place these debtors into a TYPE category:
 - A – Companies listed as bankrupt/ceased trading/ written off
 - B – Companies to whom the Bailiffs have been called in
 - S - Where debt recovery Agency or Solicitors have been instructed
 - OD – Where a debt has not been settled within 90 days of the invoice date
- If you have no overdue debtors for this period, simply show NIL return – you will still receive the Credit Circle Report even if you give a NIL return
- Sign and return by email to adam.pointer@the-mia.com or by Fax to +44 (0) 2476 692601

| Company | Full Business Address | Type A/B/S/OD | Amount |
|------------|-----------------------|------------------|--------|
| NIL RETURN | | | £ |
| | | | £ |
| | | | £ |
| | | | £ |

I confirm that, to the best of my knowledge, the above information is correct at the date shown.

| | |
|-----------------|--------------------|
| Signed: | Print Name: |
| Company: | Date: |