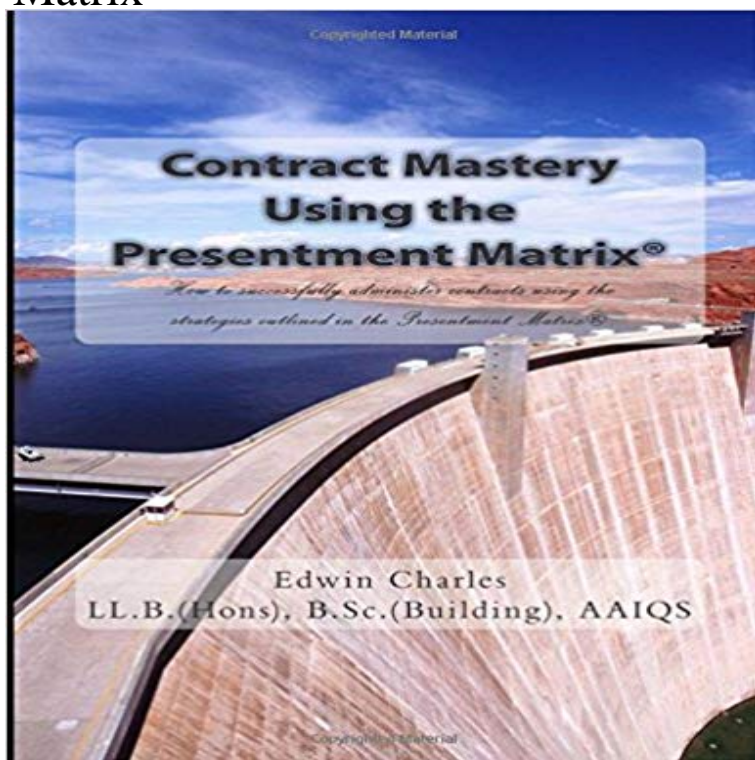


Contract Mastery Using the Presentment Matrix: How to successfully administer a contract using the strategies outlined in the Presentment Matrix



Once the contract is executed, then comes the all important task of administering the contract. Unfortunately, poor contract administration leads many to be unsuccessful in asserting their rights and entitlements under the contract. Often, they find judgement made against them simply because they have defaulted on some technicality in their contract. In contracts there will always be a creditor and a debtor in a transaction. The key to administering contracts successfully is to be a creditor in the transaction. The reality is that administration of contracts is not about how right, how justified or how entitled you are to a claim. It is about whether you are a creditor or debtor in the transaction. If you are the creditor in the transaction, you will always have judgement made in your favor. If you are a debtor in the transaction, you will always have judgement made against you. This book will teach you how to put yourself on the creditor side of the transaction ledger at all times using the Presentment Matrix. You will no longer be groping in the dark when administering and managing complex contractual issues. Such will be a thing of the past. Everything will be crystal clear to you because I will be presenting these strategies in a simple manner that anyone with a minimal understanding of contracts will be able to apply.

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