

Accounts Receivable Financing - Work

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Accounts Receivable Financing - Work explores the meaning of the word "work" and how your definition of this term can influence the success of your B2B business.

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According to the Merriam-Webster Online Dictionary, the word "work" has over 26 different meanings. The first ten meanings are:

"Main Entry: work

Pronunciation: 'w&rk

Function: noun

Etymology: Middle English werk, work, from Old English werc, weorc; akin to Old {bot_wrgoogle}High German werc work, Greek ergon, Avestan var&zem activity

1 : activity in which one exerts strength or faculties to do or perform something: a : sustained physical or mental effort to overcome obstacles and achieve an objective or result b : the labor, task, or duty that is one's accustomed means of livelihood c : a specific task, duty, function, or assignment often being a part or phase of some larger activity

2 a : energy expended by natural phenomena b : the result of such energy < sand dunes are the work of sea and wind > c : the transference of energy that is produced by the motion of the point of application of a force and is measured by multiplying the force and the displacement of its point of application in the line of action

3 a : something that results from a particular manner or method of working, operating, or devising < careful police work > < clever camera work > b : something that results from the use or fashioning of a particular material < porcelain work >

4 a : a fortified structure (as a fort, earthen barricade, or trench) b plural : structures in engineering (as docks, bridges, or embankments) or mining (as shafts or tunnels)

5 plural but singular or plural in construction : a place where industrial labor is carried on : PLANT, FACTORY

6 plural : the working or moving parts of a mechanism < the works of a clock >

7 a : something produced or accomplished by effort, exertion, or exercise of skill < this book is the work of many hands > b : something produced by the exercise of creative talent or expenditure of creative effort : artistic production < an early work by a major writer >

8 plural : performance of moral or religious acts < salvation by works >

9 a : effective operation : EFFECT, RESULT < wait for time to do its healing work > b : manner of working : WORKMANSHIP, EXECUTION

10 : the material or piece of material that is operated upon at any stage in the process of manufacture

11 plural a : everything possessed, available, or belonging < the whole works ,

rod, reel, tackle box, went overboard> <ordered pizza with the works> b :
 subjection to drastic treatment : all possible abuse -- usually used with get
 <get the works> or give <gave them the works>

- at work

1 : engaged in working : BUSY; especially : engaged in one's regular occupation

2 : having effect : OPERATING, FUNCTIONING

- in the works : in process of preparation, development, or completion

- in work

1 : in process of being done

2 of a horse : in training

- out of work : without regular employment : JOBLESS

synonyms WORK, LABOR, TRAVAIL, TOIL, DRUDGERY, GRIND mean activity involving effort or exertion. WORK may imply activity of body, of mind, of a machine, or of a natural force <too tired to do any work>. LABOR applies to physical or intellectual work involving great and often strenuous exertion <farmers demanding fair compensation for their labor>. TRAVAIL is bookish for labor involving pain or suffering <years of travail were lost when the house burned>. TOIL implies prolonged and fatiguing labor <his lot would be years of back-breaking toil>. DRUDGERY suggests dull and irksome labor <an editorial job with a good deal of drudgery>. GRIND implies labor exhausting to mind or body <the grind of the assembly line>.

synonyms WORK, EMPLOYMENT, OCCUPATION, CALLING, PURSUIT, Métier, BUSINESS mean a specific sustained activity engaged in especially in earning one's living. WORK may apply to any purposeful activity whether remunerative or not <her work as a hospital volunteer>. EMPLOYMENT implies work for which one has been engaged and is being paid by an employer <your employment with this firm is hereby terminated>. OCCUPATION implies work in which one engages regularly especially as a result of training <his occupation as a trained auto mechanic>. CALLING applies to an occupation viewed as a vocation or profession <the ministry seemed my true calling>. PURSUIT suggests a trade, profession, or avocation followed with zeal or steady interest <her family considered medicine the only proper pursuit>. Métier implies a calling or pursuit for which one believes oneself to be especially fitted <acting was my one and only métier>. BUSINESS suggests activity in commerce or the management of money and affairs <the business of managing a hotel>.

As used in this article the word "work" is meant to convey all of these meanings. Think of it this way:

- When you work at your business you exert effort to accomplish your livelihood.
- When your business works your energy produces a result, a product or a service that people desire. This is because of the particular manner or methods you are using, or because of the particular materials you are using, making or assembling.
- Work is a place people go to earn their livelihood- the office, the factory, the medical clinic.
- Work always requires effort, skills and exertion.

- Work often involves creative expression.
- Work may be for a higher purpose than moneymaking; this may be moral, religious, or something to further a public purpose such as to combat global warming.
- Work is an effective operation; if the manner of working is not effective, the work will not succeed.

There is a distinction between working at your business and working on your business. It has been written that when you work at your business, you are developing business, inventing products or processes; you are working on the creative part of the enterprise. When you work on your business, you are dealing with more mundane albeit important matters: organizing; making a business plan; filing; getting a new location; hiring and managing employees; dealing with accounting, regulatory, taxation or legal matters.

Most businesses work at getting more work. All things being equal, the more work you get the more money you make. If you feel that your business is not work, you are probably happy with your choice of work. Work does not feel like work when you enjoy it. If you feel that your business is too much work, you probably need to do something about it; make some changes or get someone else to do some of the work.

Writing music is creative work. Once in a while it is also lucrative. In the field of jazz music, sometimes an instrumental song will be written that is so special, so compelling, that another musician will create lyrics for the song. A famous example of this is the "Work Song".

The Work Song was written and recorded by Nat Adderley for the Riverside label in January, 1960 with a band which featured guitarist Wes Montgomery. Nat played the cornet, which is an instrument similar to a trumpet. Nat was the brother of the famous American saxophonist Julian Cannonball Adderley. Lyrics to the Work Song were written by Oscar Brown, Jr., who was a singer, songwriter, playwright, poet and civil rights activist. The lyrics to the Work Song are:

"Work Song"

Breaking rocks out here on the chain gang

Breaking rocks and serving my time

Breaking rocks out here on the chain gang

Because they done convicted me of crime

Hold it steady right there while I hit it

Well reckon that ought to get it

Been working and working

But I still got so terribly far to go

I committed crime lord I needed

Crime of being hungry and poor

I left the grocery store man bleeding (breathing?)

When they caught me robbing his store

Hold it steady right there while I hit it

Well reckon that ought to get it

Been working and working

But I still got so terribly far to go

I heard the judge say five years

On chain-gang you gonna go

I heard the judge say five years labor

I heard my old man scream "lordy, no!"

Hold it right there while I hit it

Well reckon that ought to get it

Been working and working

But I still got so terribly far to go

Gonna see my sweet honey bee

Gonna break this chain off to run

Gonna lay down somewhere shady

Lord I sure am hot in the sun

Hold it right there while I hit it

Well reckon that ought to get it

Been workin' and workin'

Been workin' and slavin'

An' workin' and workin'

But I still got so terribly far to go"

If you have a businesses that sells products or services to other businesses, accounts receivable financing can make your business work. When other types of financing are not available, or not adequate, accounts receivable financing may be the solution to your cash flow issues. Invoice factoring is another term for this financing method. Accounts receivable financing may be combined with purchase order financing and inventory financing to make your business work nationally and internationally. These off balance sheet financing techniques work to finance exponential growth by turning the credit you extend to your customers into cash immediately. If you have "been workin' and slavin" ... "But still got so terribly far to go" it may be appropriate to consider accounts receivable financing.

The bottom line: accounts receivable financing is like adding lyrics to a great instrumental song; it can make your business work.

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