A customer moving from 32 to 71 days

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

Document issued on 09/11/2026

4 years of history · fictional document

Fictional document — demonstration example

This document is produced by the Blue Lemon Agent website to illustrate what an AI agent hands to its users. The companies, matters, amounts and people in it are invented. It has no legal, accounting or commercial value.

Fictional document, produced for demonstration; customers are shown by a letter. **A call is proposed, not a chaser.** The standard 45-day letter would tell this customer, after four years without incident, that they are being treated as a bad payer.

Period	Invoices	Average payment time	Incidents
2022	19	**31 days**	0
2023	24	**32 days**	0
2024	22	**33 days**	0
2025	21	**32 days**	0
Since February 2026	**3**	**71 days**	**0**

The last column is the one that counts: zero incidents, including on the last three invoices. The customer pays, they pay later, and they have disputed nothing.

The last three invoices

Invoice	Issued	Paid	Time
1	09/02/2026	18/04/2026	**68 days**
2	14/04/2026	26/06/2026	**73 days**
3	02/06/2026	**Unpaid**	**67 days so far**

Hypotheses the data cannot separate

Hypothesis	Verifiable by the agent?
Cash-flow difficulty	**No**
Change of accounting system	**No**
New internal approval circuit	**No**
Change of contact	**No — no contact change recorded**

None of those four can be separated from the aged balance. That is precisely why a call is proposed: the answer is with the customer and nowhere else.

What is provided for the call

Element	Provided?	Use
4 years of history	**Yes**	Asking a precise question
The 3 invoices	**Yes**	—
The shift date — February	**Yes**	**Avoiding an awkward question**
A call script	**No**	**Tone depends on the relationship**

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