

Credit 101

Basic Information You Need to Know

March 25, 2010

8:30 a.m. - Registration

9:00 a.m. - 3:30 p.m. - Seminar

Credit Applications: Inside & Out

Toni Drake, CCE, TRM Financial Services, Inc.

Lynnette R. Warman, Esq., Hunton & Williams LLP

Do you just use your credit applications for customer information when establishing an account?

Learn to get the most out of a credit application to improve your position in collections, lawsuits, and even bankruptcy in order to maximize your returns and minimize your risks.

Discover the information that is vital to the credit application and how to turn your credit application into a binding contract.

Collection 2010: Lessons from the Recession

D. Park Smith, Esq., NACM Southwest

We will examine policies and practices of trade creditors collecting troubled accounts from 2007 through 2009, and discuss what worked well... and what ended badly. We will focus on taking these lessons into the 2010's to apply the best collection strategies under prevailing economic conditions, good or bad.

The Serious Business of Analyzing a Credit Report

Ted LaBadie, Equifax Commercial Solutions

Gain a solid understanding of how best to utilize commercial credit reports and how to understand and manage credit risk. Also find out what is and is not included in commercial credit reports.

Strategies to Create a Good Customer Visit

Alan Moore, NACM Southwest

The Three P's Needed to Create Good Customer Visits:

- Profile of the Company
- Profile of the Customer
- Profile of the Solution

Uh Oh... They Didn't Pay, What Happens Next?

Patrick Schurr, Esq., Scheef & Stone LLP

- The Demand
- The Lawsuit
- Discovery
- The Trial
- Filing the lawsuit and service the elusive defendant
- The Silence
- The Answer
- Mediation
- Collections (again)

Las Colinas Country Club
4400 North O'Connor Rd Irving, 75062 972-541-1141
\$89.00 (fee includes continental breakfast & buffet lunch)
CEU's -TBD

Name: _____

Additional Attendee: _____

Company: _____ Member #: _____

Phone: _____ Email: _____

Payment Options:

_____ Bill (NACM Southwest Members only) _____ Check Enclosed (Non-Members)

Credit Card #: _____ Exp. Date: _____

Cardholder Name: _____

Address of Cardholder: _____

IF YOU CAN'T MAKE IT, HAVE SOMEONE ELSE IN YOUR OFFICE ENJOY THE SEMINAR! ALL NO SHOWS WILL BE BILLED UNLESS WE ARE NOTIFIED 72 HOURS PRIOR TO THE EVENT.

For more information please contact Jeff Fulton at jeff@nacmsw.com

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