

CONNECTION

FOR THE CREDIT & FINANCIAL PROFESSIONAL

Get Connected • Stay Connected

Greetings, Fellow Members,

Well, here it is December already, and another year is almost gone. My, how time flies when you're having fun. And it has been another fun year for all of us, hasn't it?

We can only hope that the recession that supposedly ended in June of 2009 will actually end by early 2011. I know that all of us are continuing to look for the economy to pick up a lot more than it has.

Since we are at year-end, it is time to go through all those files and do a couple of things as we prepare for the New Year. First, let's review those accounts for which we don't have a current credit report and either go online or call NACM Southwest and get an updated credit report.

Second, let's pull out all those slow payers over 90 days and get the files over to the NACM Southwest Collection Department. I know all of us have plenty of extra work to do to close out the year. Why not take some of that burden and place it with the third party collection professionals at NACM Southwest. Let them have a crack at collecting some of that money we haven't been able to collect.

Third, mark your calendars for Friday, December 10th from 4:00 - 7:00 and come on out to the NACM Southwest offices for our annual Holiday Open House. There will be beer, wine, food and best of all, door prizes! I hope to see all of you there.

Lastly, on behalf of the employees and Board of Directors at NACM Southwest, here's wishing you all a wonderful holiday season, and a Happy New Year!!!



David Watson, CCE
Olmsted-Kirk Paper Company
Chairman, NACM Southwest Board of Directors

WELCOME NEW MEMBERS

Harrison Steck, PC
Natus Medical, Inc.
Northstar Bank of Texas

YOUR COMPANY'S BOTTOM LINE

By using NACM Southwest to handle your business debt collections, you can expect:

- the best, most qualified in the business
- tested and proven commercial collection techniques
- the highest standards of excellence and professionalism
- preservation of your relationship with your customer
- reliably consistent results

We maximize your profits and increase your company's bottom line.

Call us today, 972-518-0019.

FIND YOUR MEMBER NUMBER!

Find your company's member number hidden within the text of this issue, and you will win a restaurant gift card! Just email Laura Smith - laura@nacmsw.com - and tell her where you found your number to claim your prize! Happy hunting!

NEWS NOTES

Mike Ewing, Corporate Credit Manager for Jones Blair Co. was recently appointed to the Sachse Library Board for a two-year term. Both Mike and his wife, Theresa, are avid readers and give generously of their time to the community.

Congratulations to Catherine Clague, Namasco Corp, and her husband Robert, on the birth of their baby girl, Tilla Evelyn. Best Wishes!



CAREER DEVELOPMENT

ENGAGE. YOUR MIND. YOUR PEERS. YOUR CAREER

EDUCATIONAL SESSIONS

Annual Membership Meeting

▶ January 19, 2011

Post Judgement Remedies

February 11, 2011

more information coming soon

Bonds & Liens

April 6, 2011

more information coming soon

CERTIFICATION PROGRAMS

CAPII Basic Financial Accounting

Registration form ▶

Certification Exam Schedule ▶

IT'S TIME AGAIN...

... to send in your nominations for

The Credit Executive of the Year 2010 Award

The Credit Executive of the Year is awarded each year to the outstanding "Credit Executive" who exemplifies the best of the credit profession during the year. Please click the link below to submit your nomination.

▶ [Credit Executive of the Year Nomination Form](#)

Mark your Calendars!

NACM SOUTHWEST'S HOLIDAY OPEN HOUSE

FRIDAY, DECEMBER 10TH
4:00 - 7:00

**NACM SOUTHWEST
OFFICES**
1915 WESTRIDGE DRIVE
IRVING, 75038



SCHOLARSHIP OPPORTUNITIES

Credit Congress scholarship:

Alton Tipps, as many of you remember, was an active member of NACM Southwest for many years. A scholarship fund was created in his memory, which covers registration fees to the NACM National Convention (115th Credit Congress - Nashville, Tennessee - Gaylord Opryland Hotel - May 22 - 25, 2011).

If you are interested in applying for this scholarship, please contact Katie Sartin by email, katie@nacmsw.com.

The deadline for applications is February 15, 2011.

College tuition scholarship:

The Theodore Roepe Memorial Scholarship was created to honor long time NACM member Ted Roepe. The \$1,000.00 scholarship is awarded to the top graduating high school senior of an NACM Southwest member or staff personnel who has achieved academic excellence while also being involved in high school and community activities.

Applications are available by emailing Katie Sartin, katie@nacmsw.com.

The deadline for receipt of completed applications is April 1, 2011.



TAKE A LOOK

INFORMATION FOR YOUR CAREER

Collections Perspective

Provided by:

D. Park Smith

[Click here to view](#)

Credit Learning Center

Provided by:

NACM National

[Click here to view](#)



Does Your Company Have an Electronic Billing Strategy?

[To learn more click here](#)



Equifax Commercial Information Solutions

To learn more click here



Experian Business IQ Advance Your Business

To learn more click here



To learn more click here

Warning: Growing Problems with Collection Agencies

A number of NACM Southwest members have recently reported serious problems with collections agencies, including the failure to remit net collection proceeds. These problems seem to be occurring more frequently as the recession drags on, which reminds us that collection agencies are as vulnerable to financial risks as any other businesses.

We suggest that you consider the following as baseline requirements for dealing with any collection agency:

- Confirm that the agency is bonded through a reputable surety, and is licensed wherever necessary to conduct your collection business
- Check performances and integrity references with current clients of the agency
- Confirm that the agency clears collected funds through a client trust account that is separate from the agency's funds
- Determine if the agency is a member in good standing of any collection industry organizations that enforce rules of conduct and ethical standards

Feel free to contact us for guidance in dealing with collection agency problems.

Park Smith, park@nacmsw.com

972-518-0019