

CONNECTION

FOR THE CREDIT & FINANCIAL PROFESSIONAL

Get Connected • Stay Connected

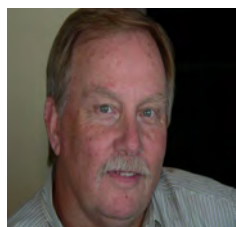
Greetings, Fellow Members,

As I am writing this article, the Texas Rangers Baseball Team is poised to take on the San Francisco Giants in their first ever World Series. Claws and antlers abound in the Metroplex, and everyone is excited beyond belief that after 38 years the Rangers finally had a chance at a championship.

New ownership has pumped life into the Texas franchise, but all of us in credit know that new ownership in our customers' businesses can either be a blessing or a curse. When new owners take over a business, we must diligently investigate the new owners to determine their creditworthiness. NACM Southwest is your best source for information – from consumer reports to Factual Data reports to Equifax, Experian, and even Dun and Bradstreet as well as our own reports containing data from over 25 NACM Affiliates throughout the country. NACM Southwest is truly your one stop shop for all your credit reporting needs.

I was also astonished to learn a few weeks ago that a Federal Government panel had declared that the recession ended in June of 2009. I know that most of us are shaking our heads and saying, "Really???" Many of us are still struggling with lagging sales, and even worse, lagging collection results. Keep in mind that your own Association has one of the finest Collection Departments in the country, and they can help you with those slow and no pay accounts. Our collection fees are among the most competitive in the country, and fees earned go right back into our Association so that we may keep our pricing structure among the lowest in the entire NACM system. So go through those files and pull out all those accounts over 90 days and send them over to Delyn and Chuck and let NACM help you increase that all important cash flow in your business.

Hope all of you have a great Thanksgiving holiday!



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

WELCOME NEW MEMBERS

Career Staffing Unlimited
Essilor of America
Rivera Finance
Vista Ridge Concrete Pumping

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 debtor
- 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!



CAREER DEVELOPMENT

ENGAGE. YOUR MIND. YOUR PEERS. YOUR CAREER

EDUCATIONAL SESSIONS

Louisiana Bankruptcy Basics

▶▶▶ November 16, 2010

Preferences

▶▶▶ December 3, 2010

General Membership

January 19, 2011

more information coming soon

CERTIFICATION PROGRAMS

CAPII Business Credit Principles

Registration form ▶▶▶

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



DECEMBER 10, 2010

SCHOLARSHIP INFORMATION

NACM National Scholarship Foundation

To Learn more click here:

▶▶▶ [Scholarship Foundation](#)

NACM Southwest Scholarship Fund

To Learn more click here:

▶▶▶ [Scholarship Fund](#)

Trade Risk Group Scholarship Contribution Program

In cooperation with NACM Southwest, Trade Risk Group will donate \$500 to the Education Scholarship Fund for each credit insurance policy Trade Risk Group issues as a result of NACM Southwest member referral. For additional information, please contact NACM Southwest at 972-518-0019 or Jay Tenney at 214-496-9905.



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



Go Green Campaign

▶ 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 ▶

Another Day Another Fraud

Article by:

Lynnette R. Warman, Partner, Hunton & Williams LLP

▶ Click here to read her article

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

WWW.NACMSW.COM