

Greetings Credit & Collection Professionals,

We had a wonderful time 115th Annual Credit Congress and Expo in Nashville. The Speakers and Sessions exceeded all of our expectations. From all accounts, it was one of the best.

One of the main attractions was the National NACM Credit report was released for production and demonstrated at the NACM Expo booth for the 1st time. It contains Credit information from most of NACM affiliates Nationwide. It is now available for you to order through your local NACM-SW affiliate.

Please plan to attend next year's Credit Congress & Expo, June 10-13, 2012 it will be here in Dallas Fort Worth area at the beautiful Gaylord Texan. We look forward to having another excellent conference.

Have a Great June,

Don Smith

Don Smith, CCE
Chairman of the Board



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.

WELCOME NEW MEMBERS!

GE TRAILER FLEET SERVICES

I P BELL LLC

NEXT COMMUNICATIONS

Has giving credit references become a full time job?

OUTSOURCE IT!

Contribute your accounts receivable information electronically to NACM Southwest. You will no longer receive credit reference requests from us and, as an extra added bonus, we are now offering a new program to take the workload of giving references to anyone off of you and your staff.

Please contact Kathy Wilson at 972-518-0019 for more details.

NEWS NOTES

NACM Southwest extends its' sincere sympathy to VELMA JENKINS (Lattimore Materials) whose daughter, Cicely Renea Gaffney Bell, passed away in May. Our thoughts and prayers are with Velma, her family and friends.



CAREER DEVELOPMENT

ENGAGE. YOUR MIND. YOUR PEERS. YOUR CAREER

EDUCATIONAL SESSIONS

Designation Celebration
July 2011
more information coming soon

Basic Financial Statements
July 22, 2011
 Registration form


Texas Bond & Lien Laws
September 9, 2011
more information coming soon

CERTIFICATION PROGRAMS

Certification Exam Schedule 

Please note:
The ACAP Business Law classes have been rescheduled for Fall 2011. An email will be sent out confirming dates.



For more information
click here: 



TAKE A LOOK

Great News!

NACM National Trade Credit Report Draws a Crowd at Credit Congress

The Expo hours at the 2011 Credit Congress found large crowds milling about and among the most common questions fielded at the NACM booth was "Where can I find out more about that new national credit report thing?"

NACM Affiliates proudly unveiled the National Trade Credit Report, which features credit scores and "days beyond terms" statistics among tools designed to provide specific trade payment data drawn from a database of more than seven million trade lines, during Credit Congress' packed Super Session. Though already available, it was the first major public announcement of the evolved product. What followed was a steady stream of credit professionals looking for a demonstration and to answer their questions about it.

The NACM National Trade Credit Report came out of affiliate managers working in recent years to use existing software to pull national statistics together in an effort to offer members a broader picture, as far as place, yet a more specific picture, regarding industry.

"Because of the interest from all the affiliates, we sent out a questionnaire to our membership asking 'what segments of the reports are most important to you?' By far, trade information was the most valuable," said Bill Meeker, president of NACM Tampa. "With that, we're bringing this report out emphasizing the trade. When you get to talk about trade groups, you're talking about pure industry trade, how they're paying in their own industry. While it's important to see other trades, the first need is 'I want to see how they're paying in my industry.' That's what these credit reports are going to give them. It brings current trade lines to the members from their strong local bureaus and takes it to a national level."

Among the affiliates confirmed to be taking part in the NACM National Trade Credit Report effort are Atlanta, Birmingham, Boston, Carolinas, Chicago, Dallas, East Coast, Great Lakes, Hartford, Houston, Knoxville, Los Angeles, Louisiana, Louisville/Memphis, Nashville, Norfolk, Orlando, Portland, Salt Lake City, Spokane and Tampa. More affiliates are expected to come online in the future.

For more information on the National Trade Credit Report, please contact Alan Moore at 972-518-0019 or alan@nacmsw.com

Recovering Attorneys' Fees in a Suit to Foreclose a Mechanic's Lien Made Easier

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