

CONNECTION

FOR THE CREDIT & FINANCIAL PROFESSIONAL

Get Connected • Stay Connected

Greetings Credit & Collection Professionals,

We attended the All South Credit Conference in Houston in October. The speakers were very good, with contemporary topics covering today's changing credit world from both an International and Domestic point of view. In one class, we discussed the use of Risk Mitigation Products and the types of Letter of Credit tools we can use to limit our International business risk. It was an interesting and informative session.

Be sure to mark your calendars for the NACM Southwest Holiday Open House on Friday, December 16th, from 3:00 p.m. to 6:00 p.m. at the NACM Southwest offices (1915 Westridge Dr., Irving). Please plan to come by for some holiday cheer. There will be door prizes, hors d'oeuvres, beer and wine.

It's hard to imagine that we are finished with more than two-thirds of 2011. It seems like only yesterday we were talking about the beginning of 2011, wondering what the year was going to bring. Reflecting on this past year, it's been a year of change. We have lost some of our close colleagues and developed new professional relationships during this year that has continued in worldwide recession. Hopefully, the end of this year will be the beginning of financial success.

Along those lines, don't miss the Annual General Membership Meeting/Installation of Officers & Directors on Thursday, January 26th, at Las Colinas Country Club. Speakers will include Chris Kuehl (Armada Corporate Intelligence) and Jim Fisher, Vice President (Fifth Third Processing Solutions).

Let's also remember that next year's Credit Congress will be held in Dallas. The Dallas Affiliate, NACM Southwest, will be hosting and helping NACM National bring you this event at the Gaylord Texan.

Along with all of our administrative, educational, credit and collection resources your Dallas Affiliate has joined forces with National and has a new a National Trade Credit Report that is comprehensive with information from many NACM Affiliates.

Have a Joyful Holiday Season,



Don Smith, CCE
Chairman of the Board



Happy Holidays

from all of us at
NACM Southwest!

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.

NEWS NOTES

We want to wish MIKE EPTING (Dallas Lite & Barricade) a speedy recovery. We have been advised that he is in the hospital. Take care, Mike!



CAREER DEVELOPMENT

ENGAGE. YOUR MIND. YOUR PEERS. YOUR CAREER

EDUCATIONAL SESSIONS

NACM Southwest's Annual Meeting

January 26, 2012

Chris Kuehl, Armada Corporate Intelligence

Sponsored by: Bell Nunnally & Martin, LLP

Jim Fisher, VP, Fifth Third Processing Solutions

more information coming soon

Texas Bonds & Liens Seminar

February 24, 2012

Mike Albers, Esq., Hunton & Williams LLP

more information coming soon

CERTIFICATION PROGRAMS

Certification Exam Schedule

CAP III Financial Statement Analysis Reg Form

1/21/12 - 3/17/12



For more information click here:



NACM Southwest's Annual Holiday Open House

NACM Southwest Offices
1915 Westridge Dr Irving 75038
December 16, 2011
3:00 - 6:00 p.m.

Hope to see you here!

IT'S TIME AGAIN...

... to send in your nominations for

The Credit Executive of the Year 2011 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

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 (116th Credit Congress - Grapevine, Texas - Gaylord Texan Hotel - June 10 - 13, 2012).

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, 2012.

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, 2012.



TAKE A LOOK

CERTIFIED GROUP ADMINISTRATOR DESIGNEES...

Congratulations to the following NACM Southwest employees who have successfully completed the requirements for the Certified Group Administrator designation from NACM National. This designation assures you, our members, that your industry credit groups are monitored by NACM Southwest employees who are qualified to conduct meetings that comply with all rules and regulations as required by law.


Christy Edwards
Jim Epperson
Robert Glenn
Jay Mathews
Alan Moore
Catherine Parr

Katie Sartin
Chuck Silber
Delyn Simonis
Michelle Taylor
Mike Wisbrock

If your group monitor is not listed, it is because he/she is in the process of completing the certification process.

If you are not currently a member of an industry credit group, call or email Robert Glenn (Robert@nacmsw.com or 972-518-0019) to see if there is a group that is compatible with your industry – members helping members!

Collections Perspective

Article by: D. Park Smith
NACM Southwest 

Meet Roxanne Price, CCE

Roxanne Price, CCE has been a member of NACM Southwest for 11 years. She is currently the Senior Area Credit Manager for Hanson Building Products East and Building Materials South.

Like most NACM Southwest members, Roxanne didn't plan to be a Credit Manager. She earned a Business Marketing degree from Louisiana State University and planned to work for a marketing firm. Once she got started in Credit Management there was no looking back!

When asked what aspect of Credit Management surprised her the most in the beginning of her career, she replied that it was the constant struggle between Credit and Sales. She had to learn quickly how to communicate with Sales and understand how hard the Sales Team works to close deals. At the same time, the Credit Team is working just as hard to make sound decisions to protect the company's interest at all times.

Roxanne's advice to others getting started in Credit Management: "Networking with other Credit Managers. Sharing credit experiences with other credit managers is key to building and gaining credit knowledge and helping to make sound credit decisions."

Roxanne is also very active in the NACM Continuing Education program by earning her designations. She was recently awarded her CCE designation.



Roxanne Price, CCE
Hanson Building Products