

CONNECTION

FOR THE CREDIT & FINANCIAL PROFESSIONAL

Get Connected • Stay Connected

Greetings Credit & Collection Professionals,

We are definitely ready for fall here in the DFW area. It was a rough week at NACM Southwest – early last week our building was vandalized and then Wednesday night we had several fire trucks at our building from an apparent fire started by a crew working on our new roof. Fortunately, Park Smith was working late and noticed smoke in our lobby. The good news is that no one was hurt and there was minimal damage.

Be Cool, stay in School - It's time to start thinking about the All South Credit Conference in Houston. There is an all-star line up of Speakers and contemporary classes to attend. Please check the link on your NACM Southwest web page www.nacmsw.com for details on the All South Conference in October.

NACM Southwest is a strong affiliate of the National Association of Credit Management (NACM) www.nacm.org providing Career Education, Workout & Insolvency Services and over 30 different Industry Credit Groups that you can join. Also, don't forget to use the new NACM National Trade Report along with Consumer, D&B, Experian, Equifax and International reports available for you to order on line.

Try to stay cool.



Don Smith, CCE
Chairman of the Board

Get a \$25.00 Gift Card!

My name is Robert Glenn, and I have recently joined NACM Southwest as the Member Services Director.

On behalf of NACM Southwest, I am currently seeking new members and offering a \$25 gift card to any member who refers a prospect that joins. If you have a referral that you feel would be a good fit for your credit group or addition to NACM Southwest, please let me know.

I look forward to meeting you in the future and thank you for all your help and continued support of NACM Southwest.

Please contact me at robert@nacmsw.com or at 972-518-0019.

WELCOME NEW MEMBERS!

American Glass Distributors

Carter Energy Corporation

Diodes Incorporated

F S Alloys Incorporated

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.

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.



CAREER DEVELOPMENT

ENGAGE. YOUR MIND. YOUR PEERS. YOUR CAREER

EDUCATIONAL SESSIONS

Texas Bond & Lien Laws
September 16, 2011
▶ registration form

Wake Up With NACM Southwest!
Complimentary
▶ October 7, 2011

CERTIFICATION PROGRAMS

Certification Exam Schedule ▶▶▶

CAP I Business Credit Principles:
9/17/11 - 10/29/11 ▶▶▶

ACAP II Business Law:
11/5/11 - 1/14/12 ▶▶▶

CAP II Basic Financial Accounting:
11/12/11 - 1/21/12 ▶▶▶

CAP III Financial Statement Analysis:
1/21/12 - 3/17/12 ▶▶▶

Congratulations!

Congratulations to the following members who have completed the requirements for the Credit Business Fellow (CBF) and Certified Business Associate (CBA) designations from NACM National:

Credit Business Fellow (CBF):

Crystal Dawn Dickert, CBF, Lehigh Hanson, Inc.

Certified Business Associate (CBA):

Shelley Ann Carr, CBA, Airtron, Inc.
Dax Coopman, CBA, Chemical Lime Co./Lhoist NA
Richard Fowler, CBA, American Marazzi Tile, Inc.
Karen Haas, CBA, Professional Flooring Supply

Kirk Morant, CBA, Broadview Networks
Maggie Rossell, CBA, Chemical Lime Co./Lhoist NA
Thomas E. Strack, CBA, Grainger, Inc.



For more information
click here: ▶▶▶



For more information
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TAKE A LOOK

Collections Perspective

Article by: D. Park Smith
NACM Southwest

Forum Selection Clauses in Contracts may no longer be Enforceable in Louisiana

Article by: Stephen F. Chiccarelli & Justin W. Stephens
Baker, Donelson, Bearman, Caldwell & Berkowitz

New Texas Law Highlights needs to Check Insurance Policies and Contractual Insurance Requirements

Article by: David Mendes
American Subcontractors Association, Inc.

Meet Instructor Tom Tarrant, CCE ...

Many of you know Tom Tarrant, CCE, especially if you attended NACM Southwest's ACAP "Business Law" and "Credit Law" classes. Tom got his start in 1987 as an Accounting Manager in Costa Mesa, California. He accidentally ended up as a Credit Manager while filling in after the Credit Manger had resigned. Tom said, "Isn't that how we all end up in credit?" In 1996, he became the Corporate Credit Manager for Clark Security. During this time, Tom was recruited by the San Diego Credit Association to join CFDD, and through that organization he heard about the NACM Designation Program. He received his CCE designation in 2002. In 2004, Tom was relocated to Dallas as Regional Director of Credit for Clark Security. In 2011, he became the National Director of Credit.

NACM Southwest felt extremely lucky when Tom agreed to be the instructor for the ACAP "Business Law" and "Credit Law" classes. He has been retained to develop and instruct the CAP and ACAP classes for the credit employees of Clark Security.

We asked Tom to share his advice for all of us working in the credit profession:

"Realize that credit is a very important function of any business. Build strong relationships with your sales team. It is so much easier to partner with them than to fight them. Pick your battles appropriately and realize you will not win them all. Do your due diligence always, and give your best advice. If Sales chooses to override a decision, it's just business – don't take it personally or become jaded or negative in your attitude toward your job. That alone will earn you respect from Sales and upper management. Reach out to peers in your field and build bridges that will help and support you along your career path. Tap into the resources and programs offered by NACM and CFDD. Achieve a personal accomplishment by going for your accreditation and to show your commitment to growth in your career. Smile often and enjoy the ride, because it will be a bumpy one, and a good one".

Thanks, Tom!



Tom Tarrant, CCE
Clark Security Products, Inc.