

# NACM ALL SOUTH 2022



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## YOUR PRESENTERS

### **Wanda Borges, Borges & Associates, LLC**

Wanda is the principal member of Borges & Associates, LLC, a law firm based in Syosset, New York. For more than forty years, Ms. Borges has concentrated her practice on commercial litigation and creditors' rights in bankruptcy matters, representing corporate clients and creditors' committees throughout the United States in Chapter 11 proceedings, out of court settlements, commercial transactions and preference litigation. She is a member and Past President of the Commercial Law League of America. She is a member of several bar associations, including the American Bar Association, the American Bankruptcy Institute and the New York State Academy of Trial Lawyers. Ms. Borges serves on the Board of Directors of the International Association of Commercial Collectors, of which her firm is an associate member. She is an internationally recognized lecturer and author on various legal topics which impact trade creditors. Ms. Borges has been included in the New York Super Lawyers – Metro Edition list (Bankruptcy & Creditor/Debtor Rights) each year since 2009. She is listed in Who's Who in America.



### **Gina Calabrese-Sylvester, CGA, NACM Tampa**

Gina Calabrese-Sylvester, CMP, CGA is Executive Vice President of NACM Tampa, Inc. Gina began her NACM Tampa career in 1991 as a local Credit Group Administrator and was promoted to National Group Coordinator in 1993. As NACM Tampa continued to develop its Credit Management System (CMS) software, Gina's knowledge and deep understanding of member needs became key as she accepted the responsibility of managing the CMS-NACM Affiliate relationship on behalf of NACM Tampa in 1998.

Gina's understanding of how members use and rely upon the platform that fuels their industry credit groups positioned her to carry the vision of what was needed in the platform to create what it now known as the NACM National Trade Credit Report. She was instrumental in the redevelopment and redesign of the WebCMS software, used by most NACM Affiliates to not only manage their businesses, but also their NACM industry credit group operations, credit reporting and collections. Gina has driven the design and implementation of new products and tools, supporting NACM members nationwide. In 2013, Gina was promoted to Executive Vice President, and continues to work closely with the Information Systems team to improve NACM's National Trade Credit Report and various products. In 2018, Gina returned to the Group Services Department to manage the daily operations and continues to oversee the NACM Affiliate relationship. Gina earned the prestigious Certified Meeting Professional (CMP) designation in 1998 and the Credit Group Administrator (CGA) designation in 2013. Gina holds a BS from Florida State University.



### **Tony Clark, CGA, NACM Southwest**

Tony joined NACM Southwest in 2019 after spending 21 years as a public school teacher. It was a natural transition to the director of education where he helps coordinate the certification program, seminars, and conference education. As a certified group coordinator, he works with the members to facilitate credit group meetings, a backbone of the NACM Southwest Association. Receiving a his bachelor's degree from the University of North Texas in 1998, he's provided continuing education as a presenter since 2005.



### **Diana Crowe, CGA, NACM Southwest**

As the Regional Director for NACM Southwest, Diana draws upon her experience as a credit manager, her deep understanding of collections and deductions management, and her customer/member centric style to support the NACM membership. In addition to her operational experience, she is a sought after speaker and presenter, drawing upon her strong background in training and education. Diana has enjoyed leading webinars and on-site sessions on a wide variety of topics for many NACM industry credit groups, conferences and at NACM's Credit Congress. From a credit management position in plumbing and electrical supply, Diana went on to work for IAB Solutions and HighRadius. She now serves as Regional Director for NACM Southwest. Diana holds a BS in Organizational Management.





**Toni Drake, CCE, TRM Financial Services, Inc.**

Toni serves companies in the development, education, and advancement of credit departments, as well as providing consulting and outsourcing services to meet the needs of company credit departments. She received her BBA Degree in Business Management from Angelo State University and her CCE Designation from NACM. She is an alumnus of the NACM Graduate School of Credit and Financial Management. In 1998, she began TRM, which assists companies in the area of business credit. Toni has spoken both nationally and internationally and teaches the CAP courses and specialized company trainings for NACM. She has served on both the NACM National and the NACM-Southwest Boards of Directors. At this time, she serves the NACM-Southwest Board as its Treasurer. In 2021, she was awarded the NACM Alice H McGregor Award of Exceptional Achievement.



**Matt Fluegge, Worldpay from FIS**

Matt Fluegge is a Certified Payments Professional and Executive Consultant with Worldpay. Worldpay is the nation's largest acquirer, processing more purchase transactions than any other processor. Worldpay has recently merged with FIS. Matt has been with the company for 17 years and specializes in credit card acceptance and payment processing in the Business-to-Business industries. He has a Business Administration degree in Finance and manages Worldpay's 21-year partnership with NACM and UTA.



**Karen Hart, Bell Nunnally & Martin, LLP**

Karen counsels clients on real estate and landlord-tenant matters as well as various contract and business disputes. She is a tireless advocate for her clients, providing guidance on business legal matters, such as lease, purchase and sale, brokerage and property management disputes, specific performance claims, commercial evictions, lis pendens, lien and bond claims, lien priority disputes, promissory note claims, commercial foreclosures, bankruptcy claims, professional ethics and liability matters, bills of review, confidentiality, non-competition and non-solicitation agreements and related disputes and injunctive proceedings, and business tort claims, including tortious interference with contracts and business relationships, civil theft, fraud, and misappropriation of trade secret claims.



**Rebecca Hicks, Hicks Law Group PLLC**

Rebecca Hicks represents owners, contractors, architects and suppliers in a broad range of construction related matters. She assists clients with legal issues related to all types of projects from private commercial, to state and federal government projects. Rebecca's breadth of experience provides an understanding of the competing interests on the job site, so that contract terms can be tailored to the specific needs of the client. Rebecca assists clients in drafting, negotiating and interpreting terms of construction contracts, and related contract documents, for public and private projects. This can include development of customized contract forms, or working with common construction form contracts including AIA and Consensus Docs.



**Christopher Jameson, Jameson & Dunagan, P.C.**

At one time or another, every business has a receivable problem. Businesses come to Chris when they can't collect money from their customer. Chris' practice is focused on business litigation, creditor's rights and commercial collections. He manages a large active litigation docket and routinely files lawsuits throughout the state on behalf of commercial creditors. His resume includes breach of contract, mechanic's and materialman's lien claims, commercial insurance premium disputes, open account, lease disputes, domesticating foreign judgments and representing creditors in bankruptcy cases.



**Matthew Jameson, Jameson & Dunagan, P.C.**

Matt focuses on business litigation, creditor's rights, construction law and acts as an outside general counsel. He represents businesses and individuals in state and federal courts throughout the state of Texas. Matt maintains a broad litigation practice. He regularly handles cases involving contract disputes, recovery of collateral, mechanics' lien claims and payment bond claims, deceptive trade practice claims, promissory notes, open accounts, guarantees, payment disputes as well as landlord tenant disputes.



**Chris Kuehl, PhD., Armada Corporate Intelligence**

Dr. Chris Kuehl is a Managing Director of Armada Corporate Intelligence. He provides forecasts and strategic guidance for a wide variety of corporate clients around the world. He is the economist for several national and international organizations – Fabricators and Manufacturers Association, American Supply Association, Chemical Coaters Association International and others. He is also the economic analyst for several state accounting societies including Missouri, Kentucky, Tennessee, Oklahoma, Minnesota, North Dakota and Kansas. Prior to starting Armada in 1999 he was a professor of economics and finance for 15 years – teaching in the US, Hungary, Russia, Estonia, Singapore and Taiwan. He holds advanced degrees in economics, Soviet studies and East Asian studies. Chris is the co-author of The Flagship and the Strategic Intelligence System - both publications from Armada. He is also responsible for Fabrinomics from the FMA and The Advisor for ASA.







**Paul Krause, NACM Southwest**

Paul Krause once sat in your chair. Before his career at NACM Southwest he was a Credit & Collections Manager! It is the collection side that intrigues him. He parlayed his experience into a job at a small agency where he honed his skills. That led him to NACM where he has successfully managed NACM Collections for over 21 years.

**Tracy Lermينياux, NACM**

Tracey Lermينياux is the Director of Education Services at the National Association of Credit Management. In her role, Tracey creates learning opportunities for business-to-business credit professionals through webinars and online courses at the Credit Learning Center. She also helps credit professionals engage with one another by coordinating and facilitating NACM's thought leadership groups on a variety of topics each month. Tracey is passionate about encouraging credit professionals to educate their teams, themselves, and to become certified through the NACM Professional Designation Program.



**Ian Logan, FIS Global**

Ian Logan is an Enterprise Account Manager who oversees 45 clients with combined revenues over \$500 Billion USD within FIS's B2B receivables solution suite. Ian works alongside business stakeholders to develop workflows that drive efficiencies amongst Credit & Collections Team members and streamline Order to Cash processes.

**Randall K. Lindley, Bell Nunnally & Martin, LLP**

Randy is frequently engaged by clients in the construction and financial industries. His financial industry clients routinely seek his assistance concerning the collection of defaulted loans and the recovery and foreclosure of secured properties. In the construction industry, he represents contractors and suppliers in construction litigation, arbitration proceedings, and the perfection of lien claims and payment bond claims. On behalf of commercial landlords, he handles landlord/tenant disputes and breach of lease litigation. Randy additionally counsels with credit managers regarding unpaid accounts, as well as credit policies and procedures.



**Chris Myers, Professional Alternatives**

Chris Myers is the President and CEO of Professional Alternatives, LLC, with offices in Houston and Dallas. Chris worked in the credit industry for 7 years before starting Professional Alternatives in August of 1998. His diverse background includes credit and collections management, call center management, sales management and human resources. Chris received his BBA from Texas A&M University, and his MBA from Houston Baptist University. He has been a member of NACM Southwest (National Association of Credit Management) for the last 23 years, and is a past Chairman of the Board. He was selected as the Credit Executive of the Year and his company was awarded the Excellence in Credit Award. In 2008, Chris was elected to serve as a Southern Region Director for the National Board of NACM, and was elected as NACM's National Chairman in 2014. Chris was also recognized as one of the top "40 Under 40" Professionals in 2012 by the Houston Business Journal, and was a 2021 nominee for Ernst and Young's prestigious Entrepreneur of the Year Award. He currently serves on the Board of Directors for NACM Southwest and the Houston Area Association of Personnel Consultants. In his spare time, Chris enjoys watching Texas A&M football, running marathons, ultramarathons and is an 8-time Ironman triathlon finisher. He and his wife Kelli live in Houston and are the proud parents of two sons and a daughter.



**Chris Ring, NACM Secured Transaction Services**

Chris Ring specializes in assisting credit professionals secure their receivables using Mechanic's Lien Laws and Article 9 of the Uniform Commercial Code. Chris consults with companies on a daily basis assisting them to find the most effective way to use these credit tools to assure that they are in the best possible position to get paid. Since 2002, Chris has presented seminars on both Mechanic's Liens and UCC Filings for companies, NACM Affiliate Credit Conferences, NACM Industry Credit Groups, CFDD Meetings, and NACM's Secured Transaction Services.



**Jay Tenney, Trade Risk Group**

Jay has over twenty years of experience in the Trade Credit and Political Risk Insurance markets. As the Managing Director for the Southwest office of Trade Risk Group, the premiere independent specialty broker of Trade Credit Insurance in the U.S., his responsibilities include the managing and generation of accounts receivable insurance policies.



**Christopher Rios, Dun & Bradstreet**

Christopher brings over 20 years of financial operations experience to the Finance Solutions team at Dun & Bradstreet. He has experience across various industries including manufacturing, services, and security with a focus on organizational development and resourcing; strategic planning and technology management to build a global shared services model for finance operations.



**Mike Taylor, FIS Global**

Mike Taylor has been with FIS for 22 years and is an Order to Cash Specialist assisting organization on how to Automate Processes, Unlock Working Capital, reduce DSO (Days Sales Outstanding) and defer FTE expense..

**Jason Walker, Andrews Myers, PC**

Board Certified in Construction Law by the Texas Board of Legal Specialization, Jason Walker currently leads the litigation team at Andrews Myers. He is a litigator and trial lawyer whose practice focuses on the trial and arbitration of construction law disputes including breach of contract, mechanic's liens, payment bonds, performance bonds, collections and creditor's rights, fraud, construction defect claims, termination of contracts, differing site conditions, bid protests, schedule compression, acceleration and jobsite personal injuries. He has represented owners, general contractors, subcontractors and suppliers, on commercial, residential and industrial construction projects of all sizes, and additionally counsels with credit managers regarding unpaid accounts, as well as credit policies and procedures. Jason's litigation experience includes jury and bench trials in state and federal courts, injunctive proceedings and adversary proceedings. He also assists clients with drafting and negotiating contracts and claims.



**Lynnette R. Warman, Culhane Meadows PLLC**

Lynnette is a seasoned attorney who combines experience in negotiating, litigating and mediating to provide exceptional service to clients in creditors' rights matters such as commercial lawsuits, insolvency situations and collections. Ms. Warman's practice is focused on all aspects of business law, including creditors' rights, real estate, contract negotiations, privacy issues, general business advice and certain aspects of health law. Recent matters have included mediation, litigation and appellate work in federal courts throughout the country, as well as numerous and varied financial, real estate and commercial transactions. Her practice also includes general advisory services to clients on a multitude of issues.

**Kevin Wiley, Jr., Hicks Law Group PLLC**

Kevin's experience includes representing plaintiffs and defendants in employment related matters including interpreting and drafting employment contracts, violations of Title VII, the Americans with Disabilities Act, the Age Discrimination in Employment Act, Texas Commission of Human Rights Act, and the Texas Worker's Compensation Act. His commercial practice extends to bankruptcies for individual and corporate debtors. He consistently obtains favorable results for clients seeking protection under Chapter 7 and 11 of the Bankruptcy Code. He also represents small to mid-size companies in adversary litigation during bankruptcy, and he has significant experience in representing creditors and debtors during post-judgment collection proceedings, including garnishments, turnover actions and post-judgment depositions.



**Michael Williams, United TranzActions**

Michael has partnered with merchants of all sizes to introduce creative solutions for third party payment processing efficiencies and system integrations. Michael is a graduate of Troy University with a Bachelor of Science in Business Administration. Out of college, Michael served as a US Marine Corp Captain for 7 year as a Marine pilot, an Aide to 2 commanding Generals, and is a proud Vietnam Veteran. He is a familiar face within the industry for the past 23 years.



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