

BEYOND the BASICS

DISCUSSION

Join us for a series of discussions with seasoned Credit and Collection professionals who positively impact the **Science** and **Art** of the **Order-to-Cash process**. Don't miss out on the recognition and rewards your influence can bring to the cash generation process.

Session

1

May 24th
9 am -10:30 am

Create Opportunities

- Understand the story credit reports, references, and financials tell
- Recognize connections and opportunities created by reading between the lines
- Demonstrate creativity to get the deal done!

Session

2

June 7th
9 am -10:30 am

Influence the Process

- Add value to contract negotiations with credit risk evaluation and payment mitigations
- Impact cash flow through the invoicing, dispute management, and cash application processes
- Develop and maintain customer relationships to improve cash collections

Session

3

June 21st
9 am -10:30 am

Expand Your Value

- Influence order-to-cash process transparency to facilitate action and accountability
- Drive involvement in the process by leveraging relevant and timely reporting
- Contribute beyond the credit management role to expand your value in the order-to-cash process

» REGISTER
NOW!

\$129 for all three sessions!