

all south

CREDIT CONFERENCE 2026

Wednesday, September 23rd

11:30 am – 3:00 pm	Statler Foyer	Attendee Check-in Open
11:30 am – 3:00 pm	Statler Foyer	Exhibitor Set Up & Check-in Open
12:15 pm – 1:00 pm	Statler 1	Using AI to Navigate a Bankruptcy Case with Lynnette Warman, Esq. (Pierson Ferdinand LLP) Let's talk about the importance of reviewing, drafting, and advising with precision! In this session with Lynnette, you learn to analyze filings, identify risks and opportunities, predict outcomes, and provide actionable insights, so you can make faster, more informed decisions.
12:15 pm – 1:00 pm	Statler 2	Next Level Communication Skills with Diana Crowe, CGA (NACM Southwest) Effective communication is the cornerstone of professional success, yet most of us overlook the subtle, powerful cues that elevate interactions from competent to exceptional. You'll walk away with practical tools to recognize, interpret, and respond to these cues in real-world settings, deepening your ability to lead with empathy, clarity, and influence.
1:00 pm – 1:15 pm	Statler Foyer	Break
1:15 – 3:15 pm	Statler 1	Building Industry Best Practices (facilitated by Sean Rooney, JD, Esq., Herberger & Associates PC)
1:15 – 3:15 pm	Statler 2	Oil & Gas Industry Best Practices (facilitated by Ieshia Dunmore, Esq., Andrews Myers)
3:15 pm – 3:30 pm	Statler Foyer	Break



Yay! You're here!

Welcome to the 2026 All South Credit Conference!
Scan or click on the QR code to access the digital program, take the feedback survey, and MORE!

3:30 pm – 4:30 pm

Statler 456

The Intentional Leader with Tim Lane (Arcosa, Inc.)

Explore how credit professionals can lead with purpose, balancing results and relationships to develop themselves and their teams. Tim will equip attendees with practical frameworks and real-world insights to transform leadership from reactive management into intentional influence. They will also learn to balance goal achievement with team development and gain actionable tools for personal and team growth.

4:30 pm – 6:30 pm

Statler Foyer

Welcome Reception (Sponsored by Dun & Bradstreet)

Kick off the All South Credit Conference by reconnecting with colleagues, making new connections, and enjoying an evening of networking and conversation! Join us for refreshments, great company, and a warm welcome to the conference—all made possible by our friends at Dun & Bradstreet.



Thursday, September 24th

8:00 am – 3:45 pm

Statler Foyer

Check-In Open

8:00 am – 9:00 am

Statler 456

Breakfast

9:00 am – 10:00 am

Statler 456

Staying Grounded in Busy Times with former Dallas Cowboy, Greg Ellis



A dominant defensive end drafted in the first round of the 1998 NFL Draft, Greg Ellis played 11 seasons with our very own Dallas Cowboys before a final year with the Oakland Raiders. Moved by the rising mental health crisis among athletes and beyond, especially following the tragic loss of Junior Seau, Ellis founded Getting My Help (GMH), a nonprofit mental wellness initiative designed to break down barriers to mental health care. By combining psychological theory with emerging scientific insights, Ellis will provide practical tools to understand personal history, break unhealthy cycles, and build lasting habits that support holistic mental wellness.

10:00 am – 10:15 am

Statler Foyer

Coffee Break

Statler 1 **Onboarding a New Customer** with Matt Jameson, Esq. (Jameson and Dunagan, P.C.)

Gain practical guidance on how to structure and use credit applications as a frontline risk management tool! The session also highlights how proper documentation strengthens your position if a customer defaults, while exploring how emerging AI tools can support credit professionals through improved analysis, communication, and risk assessment.

Statler 2 **Modernizing the Invoice-to-Cash Process** with United TranzActions

Manual accounts receivable processes can slow collections, create unnecessary risk, and limit your team's ability to focus on higher-value work. As automation continues to reshape the credit profession, understanding where and how it fits into the invoice-to-cash process is becoming an essential skill. Join us as we explore the fundamentals of A/R automation, including streamlining routine tasks, improving payment visibility, reducing processing time, and strengthening cash flow. We'll discuss best practices for evaluating automation opportunities, common implementation challenges, and how technology can empower credit professionals to work more strategically while enhancing the customer experience.

Statler 3 **How Sales and Credit Can Be Friends** with Jessica Kinney, CBA (Soligent)

Sales and credit may have different priorities, but they share the same goal: helping the business succeed. Join Jessica Kinney for practical strategies to improve communication, build trust, and create stronger partnerships between sales and credit. You'll leave with ideas you can put to work right away to help both teams succeed together.

Come say *bello!*

NACM COLLECTIONS offers top-rated collections services. Our professional staff of experienced collectors act as an extension of your credit department, working with you and your customer to obtain positive results. Our primary objective is to collect your money!

Stop by the NACM Collections booth to see how much money we collected for our members in 2025!



Get your *certs!*

DID YOU KNOW that certification holders average 6% higher salaries than those with no certification?

Enhance your reputation and advance your career by earning a designation that attests to your high level of knowledge, experience, and commitment. Visit us at the NACM Education booth to talk about your next steps!



"I can't tell you enough how the certification program has benefited me through all stages of my career, but I know it is monumentally important as it has and continues to guide me in my day-to-day decisions."

Anne Scarcella, CCE, CCRA
Crawford Electric Supply



EDUCATION CIRCUIT II 12:45 pm – 2:00 pm

Statler 1 **AI Benefits for your Credit Department** with Randy Lindley, Esq. (Bell Nunnally & Martin LLP)

Artificial Intelligence is becoming a valuable tool for credit professionals, helping departments improve efficiency, enhance risk assessment, detect potential fraud, and streamline everyday tasks. This session will explore practical ways AI can support your credit department, increase productivity, and improve decision-making while highlighting key considerations for responsible use.

Statler 2 **Unlock the Power of the National Trade Credit Report** with NACM Staff

The National Trade Credit Report (NTRC) isn't just one of the most valuable benefits of NACM membership — it's your competitive edge for smarter, faster credit decisions. Discover how to unlock its full power: search the database like a pro, interpret results with confidence, and understand how contributing your own data strengthens the collective intelligence that sets NACM members apart. Walk away ready to protect your business, reduce risk, and turn shared credit data into a decisive advantage.

Statler 3 **Building Best in Class Teams** with Joseph Grass, CICP & Chason Dancer, CBA (DXP Enterprises)

A high-performing credit department starts with a strong team. But what does it take to build, develop, and retain top talent? Join Joseph and Chason as they share their experiences building best-in-class credit teams. Learn practical strategies for hiring the right people, fostering a culture of excellence, and creating a team that drives results!

2:00 pm – 2:15 pm

Statler Foyer Break

EDUCATION CIRCUIT III 2:15 pm – 3:30 pm

Statler 1 **Legal Essentials** with Karen Hart, Esq. (Bell Nunnally & Martin LLP)

The legal landscape is constantly evolving, and staying informed is critical to protecting your company and minimizing risk. Join Karen Hart, Esq. for an engaging session covering the legal fundamentals every credit professional should know. From contracts and collections to bankruptcy, liens, and emerging legal developments, this session will provide practical insights to help you navigate common challenges with confidence. Whether you're looking for a refresher on the basics or updates on current legal trends affecting the credit industry, you'll leave with valuable knowledge and actionable takeaways to strengthen your day-to-day decision-making.



BREAKING NEWS

NOW OFFERING A/R AUTOMATION

Expanding Beyond Payments

- Integrated Invoice-to-Cash Workflow
- Eliminate Manual A/R Tasks
- Shorten Payment Cycles
- Improve Cash Flow Visibility



35 YEARS
of award-winning
payment processing

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Statler 2 **Game On! How to Enforce a Judgment in Texas** with Chris Jameson, Esq.
(Jameson & Dunagan, PC)

You got a judgment—now what? Join experienced judgment enforcement attorney Chris Jameson as he breaks down all of the ways that a commercial creditor enforces a Judgment in Texas. Chris will share real-life war stories and proven strategies for collecting on a Judgment. From Writs of Execution to Receiverships, discover how to navigate the post-judgment landscape and walk away with the practical tools you need to enforce your judgment and get paid.

Statler 3 **Collections Tips & Tricks** with Paul Krause (NACM Southwest)

Join NACM Southwest's own Paul Krause for a practical, no-nonsense session designed to sharpen your collections game. Paul will walk through a full spectrum of real-world strategies — from risk reduction and internal collections processes to tackling past due accounts head-on. He'll also cover how to handle common debtor excuses, know when it's time to write off a balance or escalate to a collections agency, and when referring the matter to an attorney is the right call. Whether you're new to credit or a seasoned pro, you'll walk away with tools you can put to work immediately.

3:30 pm – 3:45 pm

Statler Foyer Break

EDUCATION CIRCUIT IV 3:45 pm – 4:45 pm

Statler 1 **Expanding Your Credit Skill Sets into Supplier Risk Management** with Kevin Chandler, ICCE, CCE, CICP, RGCP

Today's credit professionals play a critical role beyond managing customer risk. As supply chains become more complex, expanding your expertise into supplier risk management can help strengthen your organization and create greater business value. Join us as we explore strategies for developing supplier diversity with clear objectives and accountability, conducting broader due diligence, implementing real-time monitoring systems, and leveraging emerging technologies. Discover how these tools and best practices can help you identify potential risks earlier, build stronger supplier relationships, and become a more strategic business partner.

Statler 2 **The Cost of War – Excuse Me, Military Engagement, Projecting the Effects on the Iran Conflict on the Supply Chain** with Kevin Wiley, Esq.
(Hicks Law Group)

Without question, the conflict with Iran creates significant economic uncertainty through higher energy costs, inflation, supply chain disruptions, and increased credit risk. Credit managers play a crucial role in protecting company cash flow and minimizing bad debt by strengthening credit controls, closely monitoring customer financial health, and proactively managing risk during periods of geopolitical instability. This presentation will assist credit managers in their roles of managing risks during this period of economic instability by discussing the energy market disruptions, inflationary pressures, supply chain challenges, and increased financial risk exposure for contractors, suppliers, and project owners caused by the Iran conflict.

Statler 3 **Construction Curveballs: Hitting a Homerun** with Rebecca Hicks, Esq.
(Hicks Law Group)

Credit in the construction industry is a whole different ballgame — and this session is your playbook. Designed for credit professionals navigating the unique complexities of construction, this session breaks down the essentials from the ground up. You'll learn how to identify the key players across today's construction delivery systems, protect your lien and bond rights when working with third-party services, and handle customers operating under contingent payment contracts. We'll also cover best practices for reviewing and executing lien waivers without giving up your leverage, and how to use the construction trust fund statute as a powerful shield against bankruptcy preference claims. Whether you're stepping up to the plate for the first time or looking to refine your swing, you'll leave with strategies to keep you ahead in the game.

5:30 pm – 7:30 pm

TBA **Thursday Reception!**

The conference may wrap up for the day, but the fun is just getting started!

Join us Thursday evening for a memorable night of great food, drinks, and networking with fellow credit professionals from across the region. We're putting the finishing touches on an exciting experience, and we can't wait to share what's in store.

Stay tuned—this is one event you won't want to miss!

Friday, September 25th

8:00 am – 9:00 am	Statler 456	Breakfast
9:00 am – 10:00 am	Statler 456	Work Smarter: Everyday AI For Credit & Collections Professionals with Jordache Johnson Jordache is a tech adoption strategist helping individuals and organizations navigate technological change with confidence instead of fear. He's been obsessed with understanding why some people thrive during disruption while others fall behind – connecting historical innovation patterns to current challenges. He teaches frameworks for adopting emerging technologies to keep your business competitive, future-proof your career, and thrive during constant change. AI is his primary case study, but his expertise spans emerging technologies broadly, bridging individual skill-building with organizational transformation.
10:00 am – 10:15 am	Statler Foyer	Coffee Break
10:15 am – 11:30 am	Statler 456	Market Signals: An Economist's Perspective with Chris Kuehl, PhD. (Armada Corporate Intelligence) You know him, you love him, and he's back by popular demand! Chris works to provide economic forecasts, industry analysis, corporate intelligence, and market assessment for clients in a variety of industries, and he's joining us again for All South to prepare you for the next economic shift!
11:30 am – 11:45 am	Statler 456	Prize Drawings!

save the date! Upcoming Education & Events

- **Wed. 9/30** – Oklahoma Bonds & Liens
- **Thurs. 10/1** – Excel Essentials: Part I
- **Tues. 10/13** – FREE UTA Webinar!
- **Wed. 10/14** – From Data to Decisions: Part III
- **Thurs. 10/22** – Excel Essentials: Part II
- **Tues. 12/1** – DFW Holiday Party
- **Wed. 12/2** – Houston Holiday Party
- **Wed. 12/2** – Tulsa Holiday Party
- **Thurs. 12/3** – New Orleans Holiday Party
- **Thurs. 12/3** – OKC Holiday Party

View more details and register online at nacmsw.com