

Day at the Downs

Educational Seminars & Racing at Churchill Downs

November 18–19, 2026 · Louisville, Kentucky



Wednesday, November 18

SEMINARS · COURTYARD BY MARRIOTT

11:00–11:30 am	Check-in
11:30–11:45 am	Welcome & Opening Comments
11:45 am–12:15 pm	Lunch
12:15–12:45 pm	Two Truths & a Lie
12:45–1:30 pm	Tips, Tricks & Traps: The Legal Collection Process Patrick Kilburn, Lloyd & McDaniel
1:45–2:30 pm	AI for the Credit Desk: Prompts That Work Ryan Vansur, Handle.com
2:45–3:30 pm	Identity Crisis: Newly Acquired Entities & Conglomerates Michael Papandrea, Lowenstein Sandler LLP
3:45–4:45 pm	Best Practices Roundtable Facilitator: Tony Clark, NACM South Central

EVENING RECEPTION & DINNER

Volare Italian Ristorante

2300 Frankfort Avenue, Louisville, KY 40206

A short drive on your own · Free valet parking

5:30–6:15 pm	Reception
6:15–7:00 pm	Dinner
7:00–7:30 pm	Tom Tremblay Recognition
7:30–8:00 pm	Building on the Past, Moving Toward the Future Jay Snyder, Thunder Consulting

Thursday, November 19

SEMINARS · COURTYARD BY MARRIOTT

7:45–8:30 am	Check-in & Breakfast
8:30–9:15 am	Know Your Customer: The Onboarding Process Rhonda Buras, Dun & Bradstreet
9:30–10:15 am	When Trade Policy Changes the Deal: Protecting Your Rights in Uncertain Times Jason Torf, Tucker Ellis LLP
10:30–11:30 am	Reading the Signals: The Economic Outlook for Credit Professionals Brodie Oldham, Experian

THURSDAY AFTERNOON

Racing at Churchill Downs

12:00 pm	Gates open
12:30–2:30	Buffet lunch
1:00 pm	Post time, first race

700 Central Avenue, Louisville, KY 40208

Millionaires Row Reserved Seating

SEMINAR VENUE

Courtyard by Marriott

819 Phillips Lane

Louisville, KY 40209

QUESTIONS

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Make your Day at the Downs hotel reservation here

BEST BET!

\$219

SAVE \$49

Two-day access to all education, dinner & Churchill Downs

Busy schedule?

\$69 per day

Wed: lunch & education

Thu: breakfast & education

Just want to celebrate Tom Tremblay?

\$65

Wednesday dinner

Only available for Thursday at the Downs?

\$65

Lunch & racing at Churchill Downs

Still the best bet in town? **The \$219 full-access pass!**

Day at the Downs 2026 - Registration Link

48-hour cancellation policy applies.

WEDNESDAY, NOVEMBER 18

12:45–1:30 pm · Patrick Kilburn, Lloyd & McDaniel

Tips, Tricks & Traps: The Legal Collection Process

When an account moves to legal action, early decisions can determine whether you recover the debt or add to your losses. This session covers the commercial legal collection process, from pre-suit demand and attorney placement to judgment and enforcement, highlighting what works, what saves money, and the mistakes that derail recovery.

1:45–2:30 pm · Ryan Vansur, Handle.com

AI for the Credit Desk: Prompts That Work

Skip the hype and get straight to the prompts. This session shows credit and collections managers exactly how to use AI to speed up new account setup, sharpen risk evaluation, and move past-due accounts toward payment.

2:45–3:30 pm · Michael Papandrea, Lowenstein Sandler LLP

Identity Crisis: Risks and Best Practices When Doing Business with Newly Acquired Entities and Conglomerates

Mergers, acquisitions, and restructurings change the credit risk your company faces, whether a customer has new owners, a new structure, or sits inside a complex conglomerate. Drawing on real case studies, this program covers how to spot changes in ownership, corporate structure, and affiliate relationships, and the tools and tactics that protect your business from the risks they create.

3:45–4:45 pm · Facilitator: Tony Clark, NACM South Central

Best Practices Roundtable

Real challenges. Real solutions. Real peers. Bring your questions, share your wins, and learn from the people who do what you do every day. Come with one challenge you'd like the group's input on.

7:30–8:00 pm · Jay Snyder, Thunder Consulting

Building on the Past, Moving Toward the Future

Change is constant, but how we respond to it determines our success. In this energizing session, Jay Snyder shares practical strategies for navigating professional change with confidence, from adapting to new roles and leadership to keeping teams engaged during transitions.

THURSDAY, NOVEMBER 19

8:30–9:15 am · Rhonda Buras, Dun & Bradstreet

Know Your Customer: The Onboarding Process

Strong customer relationships start with strong onboarding. Learn how to verify who you're really doing business with, gather the right information up front, spot red flags early, and protect your company without slowing down sales.

9:30–10:15 am · Jason Torf, Tucker Ellis LLP

When Trade Policy Changes the Deal: Protecting Your Rights in Uncertain Times

Tariffs and shifting trade policy are rewriting the terms of business overnight. This session explores how these changes affect your contracts, your customers' ability to pay, and your exposure, along with the contract provisions and credit strategies that help protect your rights when the rules keep changing.

10:30–11:30 am · Brodie Oldham, Experian

Reading the Signals: The Economic Outlook for Credit Professionals

Where is the economy headed, and what does it mean for your portfolio? This session examines the key economic trends shaping business today, including interest rates, inflation, and industry conditions, and translates them into practical insight on customer risk, payment behavior, and opportunities for growth in the year ahead.