

REGISTRATION INFORMATION

Register online at www.nacmconnect.org

PRICING: \$179 members, \$358 non-members
(Two coupons per person are valid).

- INCLUDES:**
- Access to Full Day of Educational Sessions
 - Annual Meeting Luncheon
 - Breaks in Hospitality Area
 - Online Meeting Materials
 - Online Registrant Directory
 - Networking Event (Open Bar & Hors d'oeuvres)

LOCATION: Embassy Suites LaVista
12520 Westport Parkway
LaVista, NE 68128

**ALL REGISTRATIONS ARE TAKEN ONLINE AT
WWW.NACMCONNECT.ORG**

While registering online, you will have the opportunity to choose your payment method. We are happy to take a credit card online or invoice you. You will also have the opportunity to apply coupons as allowed.

Cancellation Policy: Cancellations must be received in writing, via fax, email or mail no later than one week prior to the meeting date to qualify for a full refund. Cancellations received later than one week prior to the meeting date DO NOT qualify for a refund of registration fees. Sorry, phone cancellations cannot be honored. If you have any questions, please email info@nacmconnect.org.

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2018

NACM CONNECT ANNUAL MEETING

The Premier Spring Event for Credit Professionals

MAY 15

Embassy Suites LaVista
LaVista, NE



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MEETING AGENDA AND EDUCATIONAL SESSIONS

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8:45 – 9:15 a.m. **REGISTRATION**

9:15 – 9:30 a.m. **OPENING REMARKS** Phil Lattanzio, President, NACM Connect

9:30 – 10:30 a.m. **REGIONAL ECONOMIC UPDATE**

Speaker: Nathan Kauffman, Economist and Branch Executive, Federal Reserve Bank of Kansas City Omaha Branch

What impact will changes in National policies have on the Nebraska and Midwest regional economies? Our speaker will share his thoughts during this economic update.

10:30 – 10:45 a.m. **BREAK**

10:45 – 11:45 a.m. **NEGOTIATION TECHNIQUES**

Speaker: Brad Robinson, Senior Vice President, Caine & Weiner

Negotiations is a part of your day in both work and in life. But negotiations with customers if not handled correctly could cost you and your organization more than just a few cents on the dollar. The negotiations session is lead by a trained collection industry professional and is designed to educate the credit professionals in tactical preparation for negotiations. This session combines negotiation techniques and tips with behavioral responses to assist any credit professional to maximize most any negotiation.

11:45 a.m. – 1 p.m. **ANNUAL MEETING LUNCHEON**

1 – 2 p.m. **AUTOMATING ACCOUNTS RECEIVABLE**

Speaker: Jon Seaman, AR Product Manager, Esker

Why are so many accounts receivable (AR) departments stuck in outdated manual processes that lead to wasted time, money and resources? Let automation take the reins! Join us for an enlightening session detailing specific ways to help your AR team perform more productive, strategic and fulfilling work.

2 – 2:15 p.m. **BREAK**

2:15 – 3:15 p.m. **CREDIT VS. SALES...SETTLED ONCE AND FOR ALL**

Panelists: Todd Banchor, CCE, Senior Financial Analyst, ConAgra Foods Inc. ■ Denise Kephart, CBA, Credit Manager, Lozier Corporation ■ Jeff Zadina, Regional Manager, Lozier Corporation ■ Eric Tompkins, MGI Grain Processing

One of the credit department's traditional issues has been how to deal with the sales department. The Sales Department wants an order out the door immediately... the credit department thinks the company is a risk. The Sales Department wants the credit department to lighten up on terms, but the credit department has been burned before and doesn't to "go there" again. And on and on. Do the Credit Department and the Sales Department have to be adversaries? At this session, we'll bring the credit and sales departments together for an interactive discussion on how the two can better communicate and function for the betterment of their company. Our panel will discuss methods and strategies that have worked for them in the past, and not worked in the past. And as a group, we'll talk about ideas to help change adversaries to teammates.

3:15 – 5 p.m. **BUSINESS MEETING AND NETWORKING EVENT (HORS D'OEUVRES AND OPEN BAR)**

CEU points and CCE recertification points are available for all educational sessions.