

# REGISTRATION INFORMATION

**PRICING:** \$179 members, \$358 non-members  
(One coupon per person is valid)

- INCLUDES:**
- Access to Full Days of Educational Sessions
  - Annual Meeting Luncheon
  - Online Meeting Materials
  - Online Registrant Directory
  - Networking Event

**LOCATION:** Hyatt Regency Wichita  
400 W. Waterman  
Wichita, KS 67202

**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 two weeks prior to the meeting date to qualify for a full refund. Cancellations received later than two weeks prior to the meeting date DO NOT qualify for a refund of registration fees. Substitutions are allowed. Sorry, phone cancellations cannot be honored. If you have any questions, please email [info@nacmconnect.org](mailto:info@nacmconnect.org).

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# 2019 NACM CONNECT ANNUAL MEETINGS

The Premier Spring Event for Credit Professionals

[WWW.NACMCONNECT.ORG](http://WWW.NACMCONNECT.ORG)

## KANSAS

June 13

Hyatt Regency Wichita  
Wichita, KS



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CFDD  
Wichita  
Chapter





# MEETING AGENDA AND EDUCATIONAL SESSIONS

Register online at [www.nacmconnect.org](http://www.nacmconnect.org)

9:00 A.M. REGISTRATION

9:15 – 9:30 A.M. OPENING REMARKS Phil Lattanzio, President, NACM Connect

9:30 – 10:30 A.M. **YOUR VENDOR/CUSTOMER GOT A NEW OWNER – NOW WHAT?**

**Speaker: Todd Bailey, President and Owner, Transworld Business Advisors of Wichita**

What goes into buying and selling a business and what implication are there for you if your customer or vendor is for sale or was sold? This session will cover the positives, the negatives and what you can do in this scenario.

10:30 – 10:45 A.M. BREAK

10:45 – 11:45 A.M. **GETTING YOUR CREDIT DEPARTMENT READY FOR A RECESSION**

**Speaker: Mark Borofsky, CCE, CEW, Core Strategies, LLC**

Does a recession impact your industry; are you headed for bad times or good times? How do you prepare for either scenario? In this session we will look at the credit agreement (application) to see if it can stand the test to strengthen your positions; how to write a solid personal guaranty and make sure it carries weight; can you really get secured for the product or service you are providing; can social media help to improve your position; how strong or weak is your portfolio; do you need more staff to handle the coming efforts? We will review and answer these questions and more. When you leave you will have a better understanding of how to put a game plan together to prepare for difficult times or better times.

11:45 A.M. – 1:00 P.M. ANNUAL MEETING LUNCHEON

1:00 – 2:00 P.M. **COLORING YOUR SUCCESS – THE POWER OF PERSUASION**

**Speaker: Diana Crowe, Financial Technology Principal, High Radius Corporation**

Wouldn't it be nice if everyone thought the same we did? We know this isn't how the world works so it's important to be able to effectively communicate your position and understand how to achieve the win-win in our dealings with others, both personal and professional. In this session, we'll study the "color" of our personalities and how that knowledge can be utilized for improved powers of communication and persuasion. Whether you are a red, blue, green, or rainbow personality, this session will be informative and provide useful tools to help pave the way to your success.

2:00 – 2:15 P.M. BREAK

2:15 – 3:15 P.M. **NATIONAL TRADE CREDIT REPORT 101**

**Speaker: Phil Lattanzio, CCE, President & COO, NACM Connect**

Join us as we explore the products and services of the NTCR and pick up a few helpful tips along the way. We will provide insight on how this unique member-owned database has grown as well as where we are headed. This powerful session will help attendees understand how the NTCR got started, who the participants are and where the data comes from. Come learn how to use a few valuable tools to better target risk, improve your relationship with sales, reduce delinquency and even share with upper management how well your organization is performing. Join us and your fellow NACM members to learn more about time-saving features and other enhancements.

3:15 – 4:30 P.M. BUSINESS MEETING AND NETWORKING EVENT

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