

# REGISTRATION INFORMATION

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

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

**LOCATION:** Holiday Inn Country Club Plaza  
1 E 45th Street  
Kansas City, MO, 64111

**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)

## MISSOURI

April 23

Holiday Inn Country Club Plaza  
Kansas City, MO



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# 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. **TRANSFORMING YOUR CREDIT DEPARTMENT FROM RE-ACTIVE TO PRO-ACTIVE**

**Speakers: Bob O'Brien, Leader Partnership Solutions, Dun & Bradstreet**

How can you work more effectively with sales and become part of the Company Strategy for acquiring new customers? How can you effectively transform your credit department from re-acting to risk versus being proactive? Do you want to become more highly regarded within your company rather than just the Credit Manager? Is automation and technology something you want to bring to your Credit Department? If you answer yes to any of these questions then this session will inform and help you!

10:30 – 10:45 A.M. BREAK

10:45 – 11:45 A.M. **THE CHALLENGE OF COLLECTIONS EFFORTS**

**Panelists: Staci Cima, CCE, Corporate Credit Manager, Huttig Building Products;**

**Joni Vander Linden Page, CBA, RGCP, Corporate Credit Manager, Dairy Farmers of America, Inc.;**

**Jen Price, Credit & Collections Supervisor, Terracon Consultants, Inc.**

Many outside factors can have adverse effects on your best collection efforts. In the last year we've seen natural disasters such as hurricanes, fires and the polar vortex; an everchanging landscape of tariffs; and, of course, the government shut down. These situations and more can make it easy for customers to come up with excuses for not paying their invoices on time. In this panel-led open discussion, what can you do to push back?

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

1:00 – 2:00 P.M. **A ROUNDUP OF HOT LEGAL TOPICS AFFECTING THE CREDIT TEAM IN 2018 - AND EXPECTATIONS FOR 2019**

**Speaker: Scott Blakeley, Esq. Blakeley & Blakeley LLP**

2018 has been a busy year for courts, legislators and customers. We will discuss those developments affecting the credit team and their reach into 2019 including:

- The Insolvent Customer
- Payment Form
- Credit Enhancements
- Credit Terms and Credit Lines
- Tax Certifications in light of Supreme Court Ruling
- FASB Rollout

2:00 – 2:15 P.M. BREAK

2:15 – 3:15 P.M. **THE DARK CLOUD BEHIND THE SILVER LINING - FIVE THINGS TO WORRY ABOUT IN 2019**

**Speaker: Chris Kuehl, PhD, Managing Director, Armada Corporate Intelligence**

All things must come to an end - is it time for a retreat from the good times in 2018? There are few signs of an imminent collapse but plenty of reason to be a little less enthusiastic about this year. The big five reasons for some angst will include 1) rate of inflation and the Fed's reaction, 2) trade wars and tariff wars, 3) chronic labor shortage in multiple industries, 4) decline of the global economy and its implications for the US and 5) erosion of confidence among business people, investors and consumers.

3:15 – 5:00 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.