

# 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:** Holiday Inn Pewaukee  
N14 W24140 Tower Place  
Pewaukee, WI 53072

**ALL REGISTRATIONS ARE TAKEN ONLINE AT  
[WWW.NACMCONNECT.ORG](http://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)

**WISCONSIN**  
**June 6**  
Holiday Inn Pewaukee  
Pewaukee, WI



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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. **COLORING YOUR SUCCESS – THE POWER OF PERSUASION**

**Speaker:** Diana Crowe, Financial Technology Principal, HighRadius 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.

10:30 – 10:45 A.M. **BREAK**

10:45 – 11:45 A.M. **DIRTY LITTLE SECRETS OF ACCOUNTS PAYABLE**

**Speaker:** Nicole Caley, MBA, AMP, AP Director, AAR Corporation

What if I told you that with a little bit better understanding of the Accounts Payable department, you can find ways to speed up payments, and that the most effective solutions are often the most simple. The invoice you send your customer is, hands down, the most important communication in regards to getting paid. With a few simple adjustments that you will learn in "The Dirty Little Secrets of AP," you can actually speed payment from customers and increase your chances of getting paid.

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

1:00 – 2:00 P.M. **PREPARING YOUR CREDIT DEPARTMENT FOR A RECESSION**

**Speakers:** Tom Fawkes, Partner, Goldstein & McClintock; Brian Jackiw, Partner, Goldstein & McClintock

The United States has enjoyed virtually uninterrupted economic growth since 2009, having substantially rebounded from the catastrophic recession of 2008. Interest rates, while starting to creep up over the last year, remain low, and as a result, many businesses with systemic problems have not had to address them due to an abundance of capital and the "extend and pretend" practices of commercial lenders. History dictates, however, that at some point in time we will experience another recession, and economists are suggesting it could come sooner rather than later.

In light of the potential for an upcoming recession, it is the perfect time for credit professionals to internally prepare for potential insolvencies and bankruptcies of its customers. During this presentation, Thomas Fawkes and Brian Jackiw of Goldstein & McClintock will share their insights on best practices for such preparation, including methods of determining which customers are most vulnerable, strategies for mitigating insolvency risk with respect to those customers, and the benefits of negotiating credit enhancements that can provide you with additional sources of recovery in the event of a customer bankruptcy or insolvency.

2:00 – 2:15 P.M. **BREAK**

2:15 – 3:15 P.M. **SALES TAX SURVIVAL GUIDE: 10 KEY CHALLENGES BUSINESSES MUST FACE TO SURVIVE**

**Speaker:** Matt MacNeil, Director, Solution Engineering, CertCapture

This topic will cover the challenges of nexus determination, registration, exempt sales, drop shipments, tax rate identification, and more. By attending you will walk away with an understanding of some of the common pitfalls businesses may encounter as they add new customers and how best to prepare and overcome them.

3:15 – 5:00 P.M. **NETWORKING EVENT**

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