

THE COMPLETE CREDIT PROFESSIONAL

A dynamic full day seminar for the entire credit management team

Featuring: **Barry J. Elms** America's Business Coach

"I will always be grateful for my career in credit management, the 13 years I spent working as a Credit Professional were the foundation for my success as an entrepreneur and business coach. The skills I learned and developed in my credit career were essential to building a successful business." – Barry J. Elms

Barry has given over 2000 presentations worldwide and is considered by many to be America's business coach in negotiations and credit management skills.



Part I – Morning Session

- 3 keys to a confident credit management personality
- Building a successful partnership with your sales team
- Understanding bankruptcy procedures and spotting the signs of a troubled company

Part II – Afternoon Session

- 6 persuasive skills for effective collections.
- 5 keys to gaining agreement all credit professionals need
- 7 keys to negotiating like a pro

This exciting interactive seminar will give you all the tools you need to achieve all your goals and maximize your career. Including how to:

- Build confidence and self-belief
- Develop successful relationships
- Effectively analyze corporate performance
- Develop strong communication and persuasive skills
- Understand how to gain agreement in all credit interactions
- Learn how to negotiate like a pro

HOLIDAY INN CONVENTION CENTER | 10920 Nall Avenue | Overland Park, KS 66211

Thursday February 21

8:30 a.m. – 4 p.m.
(Continental breakfast and lunch included)

Registration Deadline: February 7, 2019

\$189 – Members

(Two coupons per person)
(\$175 if 3 or more from the same company)

\$378 – Non-members

Attendance at this seminar is worth .6 Continuing Education Units/CCE Recertification points.

All registrations for NACM Connect educational events 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.

All payments must be received one week prior to seminar date.

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.



Questions? Contact Rochelle Wilson at rochelle.wilson@nacmconnect.org
or call 314.677.2803