

A half-day seminar designed for Credit Professionals

# CREATING THE PERFECT CREDIT POLICY

## Speakers:

**Thomas Fawkes, Esq.** and **Brian Jackiw, Esq.** Goldstein & McClintock  
**Jeff Perlstein**, Director of Credit, Berlin Packaging, L.L.C.

PERFECT  
CREDIT  
POLICY

Risk can be mitigated through the institution of a formal credit policy, and during this presentation our panelists will discuss the benefits of a thoughtful and carefully-drafted policy, both within the company and in dealings with customers. A sound credit policy can increase consistency in dealing with troubled accounts, reduce conflict among sales and credit professionals and enhance protections in the event that a customer becomes insolvent. Best practices and sample credit policies will be shared as well as suggestions on how to sell your company on adopting a formal credit policy.

**CARHARTT, INC. | 5750 Mercury Drive | Dearborn, MI 48126**

**Tuesday  
March 19**

**8:00 a.m. – 12:00 p.m.**  
(Continental Breakfast 8:00–8:30)

Registration Deadline: March 5

**\$139 – Members**  
(One coupon per person)  
(\$99 if 3 or more from the same company)

**\$278 – Nonmembers**

Attendance at this seminar is worth .35 Continuing Education Units/CCE Recertification points.

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

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**Questions? Contact Kelly Hall at [kelly.hall@nacmconnect.org](mailto:kelly.hall@nacmconnect.org) or call 317.225.4281**