

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.

VAN EERDEN FOODSERVICE, INC. | 549 Ionia SW | Grand Rapids, MI 49501

**Thursday
March 21**

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

Registration Deadline: March 7

\$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.

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 Kelly Hall at kelly.hall@nacmconnect.org or call 317.225.4281