

Location: NACM Connect • 3005 Tollview Drive • Rolling Meadows, IL

Time: All classes are from 9 a.m. – 4 p.m. (Continental breakfast served at 8:30 a.m.)

Cost: Members \$230 (per class) • Non-Members \$460 (per class)

CREDIT 101	CREDIT 102	CREDIT 103
February 6	March 6	April 3
June 5	July 10	August 7
October 2	November 6	December 4

Credit 101, Credit 102, & Credit 103



**AVAILABLE THROUGH
LIVE VIDEOCONFERENCING!**

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As a remote student you are able to take live classes via our videoconferencing platform from the comfort of your home or office. Questions?
Contact Margaret Krafft at 847.483.6420 or margaret.krafft@nacmconnect.org



PAYMENT METHODS

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.

Please Note:

- Payment must be received one week prior to class date
- Maximum two NACM Connect coupons will be accepted
- “No Shows” will be responsible for full amount
- Classes subject to cancellation based on enrollment
- 0.6 CEUs available

Cancellation Policy: Cancellations must be received in writing (via fax e-mail or mail) no later than one week prior to the class date to qualify for a full refund. Cancellations received later than one week prior to the class date do not qualify for a refund of registration fees. Sorry, phone cancellations cannot be honored. If you have any questions, email info@nacmconnect.org.



Register online at www.nacmconnect.org

2019 COURSE CATALOG

Credit 101, Credit 102, & Credit 103

Course Objectives

Credit 101 and Credit 102: An Introduction to Credit Management

Credit 101 and Credit 102: An Introduction to Credit Management provides a thorough foundation for credit staff to advance in the commercial credit world. The completion of this program ensures that each employee will be able to effectively contribute to both minute and complex changes made within an organization.

Credit 101 is a basic-level orientation program that introduces newcomers to the multifaceted field of credit management. This session examines the credit function, the procedures and tasks performed in a typical credit department, and how those procedures impact an entire organization.

Credit 102 is an intermediate-level program designed for inquisitive credit personnel who wish to exceed the basics of credit management. This professional educational program examines the underlying knowledge required to successfully function and advance in today's ever-changing credit department.

Credit 103: Grounded in Basics—Advancing Toward Goals

Credit 103: Grounded in Basics—Advancing Toward Goals is designed for mid-level credit professionals who would like to learn where they fit into the corporate structure and give them tools, which are not widely talked about and creating a positive impact on the mission of their credit department. This course is interactive and will include scenarios that will teach students ways to use the tools presented in the class.

Credit 101, 102 and Credit 103 are interactive and invite the class to give real world examples of the credit department environment. In each class, NACM Connect provides a textbook for each student to take back to the office and use as a reference guide.

The intention of these courses is to teach students about credit and prepare them for the work place. These classes also set the stage for continuing education in future seminars and IOC classes, in which students prepare to earn their professional designations.

Course Curriculum

Credit 101

- The credit department function
- Credit investigation
- Credit policy
- The legal forms of business
- Basic bankruptcy
- Sales/credit relationship
- NACM Connect Education and the Institute of Credit.



Credit 102:

- Credit decisions
- Legal issues and out-of-court settlements
- Negotiable instruments
- Bankruptcy
- Financial statements
- NACM Education and what it can do for you



Credit 103:

- The role of the credit department within an organization
- An ethical look at the credit department
- Choosing professional vendors
- Putting the pieces together; how to use the tools
- The importance of education and obtaining your certification

