

# 2023

# MICHIGAN

# ANNUAL MEETING

## MEETING AGENDA

**TUESDAY**  
**APRIL 25**

**IN-PERSON**

Delta Hotels Grand Rapids Airport  
3333 28th Street SE  
Grand Rapids, MI 49512

SPOTLIGHT SPONSOR



3005 Tollview Drive  
Rolling Meadows, IL 60008

# 2023 GRAND RAPIDS MI

# TUESDAY APRIL 25 9 AM – 5 PM EST

## SPONSORS



**ALL REGISTRATIONS ARE  
TAKEN ONLINE AT**  
[nacmconnect.org/annual-meetings](http://nacmconnect.org/annual-meetings)

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 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.

**QUESTIONS?** Please contact Lillian Novak at [lillian.novak@nacmconnect.org](mailto:lillian.novak@nacmconnect.org)

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

**9:15 – 9:30 A.M.**

**OPENING REMARKS**

*Lillian Novak, CGA, Chief Communications Officer, NACM Connect*

**9:30 – 10:30 A.M.**

**LEVERAGING SCORING | RPA | AI TO  
AUTOMATE CREDIT & AR**

*Nico Scimeca, Corporate Account Executive, Bectran*

In this session, we will discuss best practices for implementing automation solutions for credit department functions including credit applications, credit scoring, collections, deductions, online payments, order release, and cash application.

**10:45 A.M. – 12:00 P.M.**

**HOW TO MAKE A CONFIDENT CREDIT DECISION**

*Amy Cook, CCE, Credit Manager, McNaughton McKay Electric Co. and Jessica Henderson, Global Credit Analyst, Bissell Homecare Inc.*

In an interactive workshop, random scenarios for credit requests will be worked out by the attendees with the assistance of the panel. Join us for what promises to be a fun session that will test what you know about credit decisions while learning new ways to assess your customer's requests.

**1:00 – 2:00 P.M.**

**ECONOMIC UPDATE | VIRTUAL PRESENTATION**

*Chris Kuehl, Aramda Corporate Intelligence*

NACM Connect's members favorite economist will be sharing his insights into the current state of the economy. Where are we on inflation? Employment? Interest rates? As always, Chris will be adding his twist of humor to this all important subject.

**2:15 – 3:15 P.M.**

**CASES UNDER SUBCHAPTER V OF THE  
BANKRUPTCY CODE: BENEFITS AND PITFALLS  
FOR TRADE CREDITORS**

*Brian Jackiw and Jason Torf, Partners, Tucker Ellis LLP*

New Subchapter V was added to the Bankruptcy Code in 2020 to create a more efficient and economical process for small business debtors to reorganize. But the benefits to a Subchapter V debtor come at a cost to trade creditors. While Subchapter V makes it easier for small business debtors, it also impacts the rights that creditors have versus a traditional Chapter 11. In this session, our presenters will explain and analyze various aspects of the new Subchapter V, including eligibility requirements, differences from a traditional Chapter 11 case, the impact of Subchapter V on trade creditors, and how Subchapter V has worked out thus far.

**3:30 – 5:00 P.M.**

**NETWORKING EVENT**