

2024 CHICAGO ANNUAL MEETING

IT FEELS GOOD TO RECONNECT...



THURSDAY
APRIL 18

REGISTRATION DEADLINE:
APRIL 11

START AT
9:00 AM

“
Join us to learn and network with your peers and leaders in the commercial credit profession.”



Bryan Pederson
Assistant Vice President
SideTrade



Robert Kirk
Head of Analytics
Financial Institutions



Jim Petrou
Regional Vice President-
Midwest Region
Allianz Trade Americas



Thomas Fawkes
Partner
Tucker Ellis LLP



Brian Jackiw
Partner
Tucker Ellis LLP

THE STATE OF CREDIT AND COLLECTIONS

MEETING AGENDA

IN-PERSON

The Meridian Conference Center
1701 Algonquin Road
Rolling Meadows, IL 60008

PRICING

\$199 members
(Two coupons per company are valid)
\$398 nonmembers

WWW.NACMCONNECT.ORG

QUESTIONS? Please contact Lillian Novak at
lillian.novak@nacmconnect.org

SPEAKERS

THURSDAY APRIL 18

9 A.M. — 5 P.M. CDT

Registration Deadline | April 11

9:15 A.M. - 9:30 A.M.

OPENING REMARKS

*Phil Lattanzio, CCE, President & COO
NACM Connect*

9:30 A.M. – 10:30 A.M.

CUSTOMER BILLING PORTALS – TURN PAIN TO GAIN

Bryan Pederson, Assistant Vice President, Sidetrade
In this session we will be covering the current landscape of customer billing portals. What are they supposed to do for suppliers? What don't they do? What should integration and interoperability look like? We will focus on 5 areas for the best path to success.

10:45 A.M.– 12:00 P.M.

MOVING BEYOND THE HEADLINES: APPLYING ANALYTICS TO GLOBAL DISRUPTION

Robert Kirk, Head of Analytics, Financial Institutions
The economy is interconnected in ways that are becoming more intricate each day. This means that disruptions in the Red Sea can have a near-term impact on your business in terms of available clients, inventory and operational patterns that need to be integrated into your decision process. The challenge we all face is converting the signals into intelligence. This is a discussion of navigating the most recent disruptions and discerning the insights from the hype.

12:00 P.M. – 1:00 P.M.

LUNCH

1:00 P.M. – 2:00 P.M.

CREDIT INSURANCE IN THE 2024 ECONOMY – WHAT'S THE ROI?

Jim Petrou, Regional Vice President - Midwest Region, Allianz Trade Americas

Credit insurance is often viewed as simple bad debt protection, however it's much more than that. We'll take an in depth look at how you can use credit intelligence to help fortify and support credit decisions as well as explore how it can create growth opportunities and turn higher credit limits into more sales in an uncertain economy.

2:15 P.M. – 3:30 P.M.

AI AND THE CREDIT DEPARTMENT

*Thomas Fawkes and Brian Jackiw, Partners
Tucker Ellis LLP*

While artificial intelligence (AI) has been around for decades, there have been enormous advances in the technology over the past several years that have now made it viable for business applications, including credit. AI stands to transform the credit industry as we know it, and the benefits of AI are apparent: automation of customer onboarding and underwriting, predictive analytics, data management, collections, and forecasting is now possible, which could in the future substantially expedite decision making and reduce credit department labor costs. There are, however, substantial risks: the technology is still developing, is still prone to errors, and cannot – at least at this time – navigate around unforeseen events and replace the experience and judgment of tenured (human) credit professionals. During this presentation, we will discuss the benefits and opportunities of integrating AI into your company's credit function, along with the legal and business risks and challenges associated with the current AI technology.

3:30 P.M – 5:00 P.M. BUSINESS MEETING & RECEPTION

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

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.

**ALL REGISTRATIONS ARE TAKEN
ONLINE AT WWW.NACMCONNECT.ORG**