

# 2024 FORT WAYNE ANNUAL MEETING

IT FEELS GOOD TO RECONNECT...



TUESDAY  
JUNE 18

**REGISTRATION DEADLINE:**  
June 11

**START AT**  
9:00 AM

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

SPEAKERS



**Mike Nortman**  
Business Development Manager  
Esker



**James Brown**  
Founder and Owner  
BKWire.com



**Chris Kuehl (Virtual)**  
Armada Coporate Intelligence



**Brooke Rentschler**  
Credit Manager  
Baker Specialty & Supply

## THE STATE OF CREDIT AND COLLECTIONS MEETING AGENDA

### IN-PERSON

Hilton Garden Inn  
8615 US-24  
Fort Wayne, IN 46804

### PRICING

\$179 members  
*(Two coupons per company are valid)*  
\$358 nonmembers

[WWW.NACMCONNECT.ORG](http://WWW.NACMCONNECT.ORG)

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

# TUESDAY JUNE 18 9 A.M. — 5 P.M. EDT

Registration Deadline | June 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.

AR KPIs You Should Track & Share Within Your Organization

**Mike Nortman, Esker**

In this session we will uncover the pivotal Key Performance Indicators (KPIs) that drive success in accounts receivable (AR) management. Join us for an engaging discussion where we delve into the essence of AR KPIs, unravel their significance, and learn how to leverage them effectively to optimize financial health and operational efficiency.

10:45 A.M.– 12:00 P.M.

The Impact of Bankruptcies – Deeper than You Think  
**James Brown, Founder and Owner, BKWire.com**

In the year 2023, more than 18,000 businesses filed for bankruptcy, which affected over 400,000 creditors. Such bankruptcy filings can have significant impacts on your company, and it's crucial to be aware of the potential risks. If one of your customers files for bankruptcy, it can negatively affect your business, and the impact can even extend beyond that if your customer's customer also files for bankruptcy. In this session, we will delve into this topic in greater detail and learn how to use data to uncover the hidden effects of bankruptcy filings on your business. It's important to take proactive measures to safeguard your company and arm yourself with the knowledge you need to mitigate the risks and protect your business in the long run.

12:00 P.M. – 1:00 P.M.

LUNCH

1:00 P.M. – 2:00 P.M.

Economic Update

**Chris Kuehl, Armada Corporate (Virtual)**

Once again we will be ending our day of learning with Chris Kuehl's insights into the current state of the economy. Always a don't miss, get an idea of where the economy may be heading in the months ahead.

2:15 P.M. – 3:30 P.M.

How to Make a Sound Credit Decision

**Brooke Rentschler, Baker Specialty & Supply**

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 customers' requests.

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

## SPONSORS

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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 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](http://WWW.NACMCONNECT.ORG)