



The Credit Tour 2025

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CINCINNATI

April 22

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Meeting Agenda

Marriott Cincinnati North
 6189 Muhlhauser Road
 West Chester, OH 45089

REGISTRATION DEADLINE: April 15

PRICING:

\$199 members

(Two coupons per company are valid)

\$398 nonmembers

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

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Tuesday

April 22, 9:00 a.m. – 3:30 p.m. ET

9:00 a.m. – 9:20 a.m. Registration and Coffee Service

9:20 a.m. Opening Remarks – Bob Rabe

9:30 a.m. – 10:30 a.m.

Multitasking in the Credit Department; Dwayne Cavanaugh, CCE, ICCE, Credit Supervisor, Cliffs Steel Inc.; Terri Eggebeen, Manager, Credit and Collections, Fechheimer Brothers Company

More and more credit departments are being asked to take on additional responsibilities without the luxury of additional staff. As a result, multitasking has become more than a skill – it is now a necessity. Our panelists will share how they have approached this issue in their departments and have been successful in managing it. We will also look forward to hearing what the attendees have done to overcome the situation.

10:45 a.m. – 11:45 a.m.

Guarding Against Deception; Amy Cook, CCE, McNaughton McKay Electric; Wanda Ptak, CCE, CICP, Wesco Distribution Inc.

Payment fraud continues to be a major problem for companies. Knowing how to identify the latest fraud schemes, recognize emerging threats and implement effective fraud mitigation strategies is critical to protecting your business' bottom line. Join our panel of experts and learn essential tips and best practices to help you fight fraud. Don't miss this opportunity to gain critical knowledge and protect your organization from the growing threat of business-to-business (B2B) fraud!

12:45 p.m. – 1:00 p.m. NACM Connect Update – Frank Schetski

1:00 p.m. – 2:00 p.m.

The Five C's of Credit in Review; Tammy Ward, Credit Manager, Franklin International

Character, Capacity, Capital, Collateral, Conditions. These pillars set the fundamental framework for evaluating creditworthiness and mitigating risk in credit decisions. Whether you are new to credit or a seasoned professional, this comprehensive overview will equip you with the tools you need to navigate the complexities of credit evaluation effectively.

2:15 p.m. – 3:30 p.m.

Economic Update; Chris Kuehl, PhD, Partner, Armada Corporate Intelligence (Virtual)

With the new administration things are changing fast, and many of the changes have a direct impact on the economy. Join us for an insightful and engaging session as we delve into the current state of the economy and its implications for the commercial credit landscape.

