



The Credit Tour 2025 connected. INDIANAPOLIS April 23

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Meeting Agenda

Sheraton Indianapolis Hotel at
 Keystone Crossing
 8787 Keystone Crossing
 Indianapolis, IN 46240

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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Wednesday

April 23, 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 – Dorann Guenard

9:30 a.m. – 10:30 a.m.

Multitasking in the Credit Department

Tina Tucker, Accounts Receivable Manager, Calumet Specialty Products; Frank Sebastian, Director of Business Development, NACM Commercial Services

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 be looking forward to hearing what the attendees have done to overcome the situation.

10:45 a.m. – 12:00 p.m.

Guarding Against Deception

Angela Dedrick, Market Credit Manager II, Ferguson Enterprises; Brooke Rentschler, Credit Manager, Baker Specialty & Supply Co., 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!

12:00 p.m. – 12:45 p.m. Lunch

12:45 p.m. – 1:00 p.m. NACM Connect Update – Bob Rabe

1:00 p.m. – 2:00 p.m.

The Five C's of Credit in Review

Stu Boswell, CBF, Corporate Credit Manager, Mid City Supply Co. Inc.

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.

