



The Credit Tour 2025 connected. KANSAS CITY April 8

SPOTLIGHT SPONSOR



Meeting Agenda

Marriott Kansas City Overland Park
 10800 Metcalf Avenue
 Overland Park, KS 66210

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

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

THANK YOU SPONSORS

PLATINUM



GOLD



SILVER



BRONZE



REGISTER AT NACMCONNECT.ORG

The Credit Tour 2025

connected.

KANSAS CITY

Tuesday

April 8, 9:00 a.m. – 3:30 p.m. CT

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

9:20 a.m. Opening Remarks – Leslie Harrison

9:30 a.m. – 10:30 a.m.

Basic Life Skills for a Successful Career; Leslie Harrison, SHRM, CGA, NACM Connect; Rich Steinkoenig, National Sales Manager, NACM Connect

In today's competitive job market, technical skills alone aren't enough; mastering essential life skills is key to personal and professional growth. Not all newcomers to the credit field are equipped with these skills, and it's up to you to mentor them. We will discuss in an interactive session tools that you can employ to get your staff up to speed.

10:45 a.m. – 12:00 p.m.

Credit Application Fraud: Some of the Signs, Preventive Steps & Remedies for the Savvy Vendor; Thomas Fawkes, and Brian Jackiw, Partners, Tucker Ellis

A key role of the credit department is to mitigate and prevent losses. That job becomes increasingly difficult when bad actors engage in unscrupulous conduct, such as submitting a fraudulent credit application to induce your company to ship goods with no intention to pay for them. In this session, you will learn to identify some of the telltale signs of potential fraud and how to engage in extra diligence to save your company from losses. You will also hear about available remedies in the event goods are shipped and the fraudsters don't pay you. Don't let the bad guys win – learn about how to beat the fraudsters before they beat you!

12:00 p.m. – 12:45 p.m. Lunch

12:45 p.m. – 1:00 p.m. NACM Connect News and Updates – Phil Lattanzio

1:00 p.m. – 2:00 p.m.

Automation – Don't Be Afraid – Embrace It!; Bob O'Brien, Dun & Bradstreet

As the demand for efficiency and accuracy grows, leveraging technology is no longer optional—it's essential. In this session, you will learn how automation can occur anywhere in the Credit to Cash cycle and how it can positively improve cash flow, reduce manual efforts resulting in less hours worked, and positively affect your customers.

2:15 p.m. – 3:30 p.m.

Economic Update, Chris Kuehl, Economist, Armada Corporate Intelligence

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.



REGISTER AT NACMCONNECT.ORG