



The Credit Tour 2025

connected.

WICHITA

May 6

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Meeting Agenda

Courtyard by Marriott Wichita
 at Old Town
 820 East 2nd Street North
 Wichita, KS 67202

REGISTRATION DEADLINE: APRIL 28

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

May 6, 8:30 a.m. – 3:00 p.m. CT

8:30 a.m. – 8:50 a.m. – Registration & Coffee Service

Opening Remarks – Rich Steinkoenig

9:00 a.m. – 10:00 a.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.

10:30 a.m. – 11:30 a.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.

11:30 a.m. – 12:30 p.m. Lunch

12:30 p.m. – 12:45 p.m. NACM Connect News and Updates – Leslie Harrison

12:45 p.m. – 1:45 p.m.

Credit Application Fraud: Some of the Signs, Preventive Steps & Remedies for the Savvy Vendor

Brian Jackiw, Partner, 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 by 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!

2:00 p.m. – 3:00 p.m.

Basic Life Skills for a Successful Career

Leslie Harrison, SHRM, CGA, Vice President; 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. Our panel will discuss in an interactive session tools that you can employ to get your staff up to speed.

