



The Credit Tour 2025

connected.

DETROIT

April 17

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Meeting Agenda

Detroit Marriott Troy
 200 W. Big Beaver Road
 Troy, MI 48084

REGISTRATION DEADLINE: APRIL 10

PRICING:

\$199 members

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\$398 nonmembers

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

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Thursday

April 17, 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.

The Five C's of Credit in Review

Caroline Perkins, CCE, Mickey Thompson Performance Tires

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.

10:45 a.m. – 12:00 p.m.

Roundtable – Multitasking in the Credit Department
Anissa Martin, CCE, Carhartt, Inc.

Multitasking, extra responsibilities, dealing with job stress. Credit Managers are faced with more and more challenges every day, and often while the challenges are escalating your staff size is shrinking. During this roundtable we will share ideas on how your peers are coping. Have you incorporated technology? AI? Streamlining processes? Or are you just increasing workloads?

12:00 p.m. Lunch

12:45 p.m. – 1:00 p.m. NACM Connect Update – Phil Lattanzio

1:00 p.m. – 2:00 p.m.

Risk Assessment and Utilizing Technology During Periods of Economic Uncertainty

Alec Papesch, Director of Strategic Partnerships, NCS Credit

The construction and distribution industries are grappling with a surge in payment defaults, a significant rise in commercial bankruptcy filings, and an increase in mechanic's lien filings – leading to record highs in abandoned construction projects. Join us as we discuss how mechanic's liens and UCC filings, paired with technology, can mitigate your credit risk and best protect your cashflow during this time of increasing economic uncertainty.

2:15 p.m. – 3:30 p.m.

Guarding Against Deception

Amy Cook, CCE, McNaughton McKay Electric; Anissa Martin, CCE, Carhartt, 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!



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