

## Speaker Biographies

### *Economic Update*

#### **Chris Kuehl, Economist, Armada Corporate Intelligence**

Chris Kuehl is the co-founder (with Keith Prather) and Managing Director of Armada Corporate Intelligence, a company created in 1999 to provide strategy foundation, competitive intelligence, business analysis and economic forecasting for corporate clients. Armada's clients include YRC Worldwide, TranSystems, Spencer Fane Britt and Browne, KPMG, Hallmark International, Weitz Industrial among others.

Chris is the editor and primary writer for several publications: Business Intelligence Briefs, Strategic Intelligence Briefs and Fabrinomics.

Chris is the Chief Economist for the Fabricators and Manufacturers Association. This includes writing Fabrinomics and serving as a keynote speaker for their conferences and meetings through the years.

He is a renowned speaker who has spoken for 25 years to over 300 organizations domestically and internationally. Chris is a frequent commentator for the media – locally and nationally. He is a regular economic/business analyst for KMBZ radio, KSHB-TV (local NBC affiliate), and has been extensively quoted in national newspapers, magazines and trade publications.

He holds a Master's Degree in Soviet and East European Studies, a Masters in East Asian Studies, and a Ph.D. in Political Economics from the University of Kansas. He has been on the faculty of universities in the US, Hungary, Estonia, Russia, Singapore and Taiwan.

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

#### **Thomas Fawkes, Partner, Tucker Ellis**

Thomas Fawkes is a partner with the law firm of Tucker Ellis LLP in its Chicago office. Tom focuses his practice on bankruptcy, creditors' rights and financial restructuring matters, representing official committees, unsecured and secured creditors, debtors, financial institutions, post-confirmation trustees and asset purchasers in chapter 11 and 7 bankruptcy cases, out-of-court restructurings, and liquidation proceedings throughout the United States. Tom also assists his clients in structuring commercial transactions with a view towards mitigating risk of future bankruptcy and insolvency losses. Among other honors, Tom has been recognized as an Illinois Leading Lawyer in Bankruptcy & Workout Law: Commercial, and by Chambers and Partners as one of the leading bankruptcy and restructuring attorneys in Illinois.

#### **Brian Jackiw, Partner, Tucker Ellis**

Brian Jackiw is a partner with the law firm of Tucker Ellis LLP. Brian is experienced in bankruptcy and commercial litigation, practicing in courts throughout the country. He has represented plaintiffs and defendants in avoidance actions, complex bankruptcy claim disputes, breach of fiduciary duty actions and bankruptcy fraud litigation. Beyond litigation in the bankruptcy courts, Brian has experience in general collection and commercial law litigation. Brian has also spent significant time advocating on behalf of general unsecured creditors through his representation of official committees of unsecured creditors. Before becoming an attorney, Brian served as an Officer in the U.S. Army.

**Jason Torf, Partner, Tucker Ellis**

Jason Torf is a Partner at the law firm of Tucker Ellis in Chicago. Jason helps companies maximize their recovery and minimize their risk when dealing with financially distressed customers, suppliers and other related parties. Jason has represented virtually all parties in bankruptcy and other financial distress situations including trade creditors, creditors' committees, secured creditors and many more. Jason regularly speaks for NACM and CFDD as well as various industry credit groups. He received his BS in Finance from the University of Illinois Urbana-Champaign and his JD in 1998 from the U of I College of Law.

**Effective Communication: How to Say What You Mean and Mean What You Say**

**Diana Crowe, CGA, Regional Director, NACM Southwest and CEO, The PowerUp Mindset**

Diana creates an inspired and motivated learning environment to bring focused training for professionals looking to advance their careers, improve customer relationships (both internal and external), effectively communicate, and add to and improve their power skills!

Diana has conducted numerous professional trainings to audiences including credit professionals, industry specific and community groups, along with aspiring and published authors.

In addition to her over thirty years in a variety of corporate cultures, Diana holds a Bachelor's in Organizational Management and, under her pen name, she has published many full-length novels along with being a USA Today Best-Selling Author. She has been featured in podcasts and published articles in NACM Business Credit Magazine and Credit

Research Foundation.

**Regulations and Laws To Stay Compliant and Keep Costs Low: Payment Processing**

**Wanda Borges, Esq., Borges and Associates**

WANDA BORGES, ESQ. is the principal member of Borges & Associates, LLC, a law firm based in Syosset, New York. For more than forty years, Ms. Borges has concentrated her practice on commercial litigation and creditors' rights in bankruptcy matters, representing corporate clients and creditors' committees throughout the United States in Chapter 11 proceedings, out of court settlements, commercial transactions and preference litigation. She is a member and past President of the Commercial Law League of America and has been an Attorney Member of its National Board of Governors, and a Chair of the Bankruptcy Section and Creditors' Rights Section. She is the President of the Commercial Law League Fund for Public Education.

She is a member of several bar associations, including the American Bar Association, the American Bankruptcy Institute and the New York State Academy of Trial Lawyers. Ms. Borges serves on the Board of Directors of the International Association of Commercial Collectors, of which her firm is an associate member. She is an internationally recognized lecturer and author on various legal topics including Bankruptcy Issues such as 503(b)(9) claims and preferences, the Uniform Commercial Code, ECOA, FCRA, antitrust law, and current legal issues such as Credit Card Surcharge issues, Social Media, Cybersecurity and Ethics for the Trade Credit Grantor and current proposed legislation that may impact trade credit grantors. Ms. Borges has authored, edited and continues to contribute to numerous publications including Thomson West's Enforcing Judgments and Collecting Debts in New York (as its Editor-in-Chief and Lead Author), NAB's book Out of the Red and into the Black, the BCCA's Credit & Collection Handbook, The Financial Manager, the CLLA's Commercial Law

World Magazine. She has authored the treatise “Hidden Liens, Who is Entitled to What?” and NACM’s Antitrust, Restraint of Trade and Unfair Competition: Myth Versus Reality, most recently revised in 2017. She is a contributing author to NACM’s Manual of Credit and Collection Laws and Principles of Business Credit. She has co-authored The Bankruptcy Abuse Prevention and Consumer Protection Act of 2005 – An Overhaul of U.S. Bankruptcy Law, also published by the NACM and her article has “Uniform Voidable Transactions Act” (US) has been published by the British Law Journal – Insolvency Intelligence. In October 1996, Ms. Borges was awarded the Mercy College Trustee’s Medal for outstanding dedication to her profession and alma mater. In September 2000, she was named one of the “50 Outstanding Alumni” of Mercy College.

In February 2001, she received the “Career Achievement Award” from the Broadcast Cable Credit Association. In November 2010, Ms. Borges received the “Robert E. Caine Award for Leadership” from the Commercial Law League of America. In April 2015, Ms. Borges received a “Woman of Distinction” award from St. Catharine Academy, her high school alma mater. Ms. Borges has been included in the New York Super Lawyers – Metro Edition list (Bankruptcy & Creditor/ Debtor Rights) each year since 2009. She is listed in Who’s Who in America.

**Matt Fluegge, VP of Sales and Strategic Partnerships, UnitedTranzactions (UTA)**

Matt Fluegge is the Vice President of Sales and Strategic Partnerships with United TranzActions (UTA), and prior to that he was an Executive Consultant with Worldpay. UTA is the nation’s largest check and ACH guarantee payments provider, and Worldpay is the nation’s 2nd largest credit card processor.

Matt is a 23-year industry veteran with considerable payment processing and credit card surcharging expertise. He has a Business Administration degree in Finance. In addition to being a national presenter

on payment processing topics, Matt works one-on-one with companies to provide payment processing services that reduce risk and costs and improve security and operational efficiency.

UTA and Worldpay have integrated their solutions and have been the NACM Affiliate’s preferred payment processing partners for nearly three decades.