



March LUNCHEON MEETING

EASTERN WISCONSIN BEST PRACTICES DISCUSSION GROUP

About the Best Practices Discussion Group

Unlike traditional credit groups, the NACM Connect Eastern Wisconsin Best Practices Discussion Group is not industry specific. Your entire company may attend each meeting including your associates, members of the credit department and even the CEO of your organization. Any NACM Connect member company is welcome to join the group. Each meeting will discuss best practices and no specific customers will be mentioned.

About the Group Meetings

Four times each year, the Best Practices Discussion Group will hold a roundtable discussion. Local meetings will be held in the Sheboygan/Kohler/Plymouth Manitowoc/Fond du Lac area. We will focus on various credit-related topics relevant to today's business professional. NACM personnel, a member company or guest speaker will facilitate a lunch meeting.

Objectives of the Best Practices Discussion Group

- Determine necessary improvements for your credit and/or accounting departments and organization.
- Analyze how other organizations achieve high performance levels.
- Use gathered information to enhance your company's performance.

Next Meeting Topic:

"Denying Credit - Exhausting Efforts To Extend Credit"

Guest Presenter:

Adam Ross, CCE

Description:

We're not sales "resisters".. we're sales credit "extenders", but how do we balance these two concepts?

Meeting Date:

**Friday, March 27, 2026
12:00 p.m. - 2:00 p.m. CT**

Location:

**Mead Public Library
(The Loft - Private Room)
710 North 8th Street
Sheboygan, WI**

Lunch will be delivered... Menus will be provided several days prior to the meeting date.

For More Information or to Register:

**Please contact Frank Schetski at
frank.schetski@nacmconnect.org
or 414.232.4565**