



# WE'RE OFF TO THE CREDIT RACES!

## 2026 REGIONAL MEETINGS CINCINNATI: **QUEEN CITY CANTER**

WEDNESDAY, APRIL 8th, 2026

### Meeting Agenda

Marriott Cincinnati North  
6189 Muhlhauser Road  
West Chester, OH 45069

**REGISTRATION DEADLINE:**  
WEDNESDAY, APRIL 1ST, 2026

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

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## CINCINNATI: QUEEN CITY CANTER



**POST TIME: Wednesday, April 8th, 9:00 a.m. - 3:30 p.m. ET**

**9:00 a.m. – 9:30 a.m. Registration**

**9:30 a.m. – 9:45 a.m. Opening Remarks – Bob Rabe**

**9:45 a.m. – 10:45 a.m.**  
**The Power of Purpose-Driven Business: The Business Case for Social Impact**  
*Matthew D. McGowan, CSP, Director, Social Impact, Staffmark Group*

This presentation explores why social impact is no longer just a moral imperative—it's a strategic advantage that drives measurable results for organizations, their clients, employees, and communities. Matthew McGowan will share insights into how purpose-driven initiatives strengthen talent pipelines, increase employee engagement and retention, and enhance client relationships. Using Staffmark Group's RGF Connect initiative as a real-world example, he will demonstrate how social impact initiatives create value across multiple stakeholder groups, benefiting organizations, employees, clients, and communities alike.

**10:45 a.m. – 11:00 a.m. – Break**

**11:00 a.m. – 12:00 p.m.**  
**Ohio Secured Creditors – Mechanics Liens and UCC Security**  
*Richard O. Hamilton, Partner & Shareholder, Robbins Kelly Patterson Tucker*

This session will provide an overview of securing mechanic's lien rights and security interests for creditors conducting business in Ohio. We will explore when liens are appropriate and when UCC security interests are appropriate. Attendees will garner practical

insight and application that will increase their expertise as a credit professional.

**12:00 p.m. – 12:45 p.m. Lunch**

**12:45 p.m. – 1:00 p.m. NACM Connect Update – Frank Schetski**

**1:00 p.m. – 2:15 p.m.**  
**How To Make A Sound Credit Decision**  
*Terri Eggebeen, Manager Credit and Collections, Fechheimer Brothers Co.*

In this interactive workshop, random scenarios for credit requests will be worked out by the attendees with the assistance of the facilitator. Join us for what promises to be a fun session that will test what you know about credit decisions while learning new ways to assess your customers' requests.

**2:15 p.m. – 2:30 p.m. – Break**

**2:30 p.m. – 3:30 p.m**  
**Unclaimed Property: Does It Get Enough Credit**  
*Troy R Wangen, Principal, Baker Tilly*

We will use real scenarios on how to calculate your exposure in AR related to unclaimed property to prepare you for either a first time filing, self-audit, or just to confirm if your company has an obligation to report. We will cover current balances, inactive accounts, write-offs, unapplied cash, and or course, loyalty and incentive programs.



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