



# WE'RE OFF TO THE CREDIT RACES!

## 2026 REGIONAL MEETINGS DETROIT: *BIOGRAPHIES*



**THE END OF THE TRADITIONAL CREDIT CHECK: YOUR NEXT-GEN PLAYBOOK FOR SMARTER FRAUD DEFENSE**  
**SEAN MCCAFFREY, Sales & Product Advisory Manager, Bectran**

Sean McCaffrey is the Sales & Product Advisory Manager at Bectran, specializing in optimizing Credit and A/R operations. With six years of experience, he has helped companies identify financial workflow challenges and implement solutions to streamline the order-to-cash cycle. Sean leads Bectran's Business Development team, drives strategic enterprise projects, and facilitates various educational sessions regarding technology in the O2C industry.



**TOMMY UGALDE, Associate Account Executive & Product Advisor, Bectran**

Tommy Ugalde is an Associate Account Executive and Product Advisor at Bectran, dedicated to improving Credit and A/R operations. He partners with organizations to address financial workflow challenges, streamline the order-to-cash cycle, and cultivate lasting customer relationships through proactive account management.



**STANDBY LETTERS OF CREDIT**  
**THOMAS FAWKES, Partner, Tucker Ellis LLP**

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 LLP**

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,



**THURSDAY, APRIL 16th, 2026**  
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## DETROIT: BIOGRAPHIES



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.

### HOW TO MAKE A SOUND CREDIT DECISION

**DORANN GUENARD, CGA,**  
Regional Manager, *NACM Connect*



Dorann Guenard serves as the Regional Manager at NACM Connect, bringing over 30 years of experience in the staffing industry, with 9

years dedicated to our organization. As the Membership Consultant for 9 states within our 17-state territory, Dorann plays a vital role in connecting with and supporting our members.

In addition to her membership responsibilities, she is a Certified Group Administrator for two Industry Groups and one Best Practices Group, highlighting her commitment to collaboration and knowledge sharing. Known for her ability to work effectively with others, Dorann combines professionalism with a personable approach, making her a valued asset to the NACM Connect team.

### BOB RABE, Education Manager, *NACM Connect*



Bob Rabe joined NACM Connect as the Education Manager in January 2025. Bob brought extensive experience in educational design and development, as well as special events planning. Prior to NACM Connect, he worked as Vice President of Business Development

from 2018 – 2024 in the startup of two nonprofit Learning Service Providers that develop skills-based leadership programming. Additionally, he worked in a variety of educational roles, from Pk-12 teaching and administration to serving on the leadership team of a large Chicago school district. In terms of special events, Rabe led teams in the programmatic and logistical design of meetings and conferences ranging from 20 – 1000 people. Currently Bob leads the NACM Connect education team in designing and implementing all certification, designation, and continuing education classes. He plans 15 regional meetings and 3 conferences each year where members can access relevant and engaging education and experts in the credit field, as well as achieve their ongoing continuing education units. Rabe graduated from Marymount University with M.Ed. in Educational Administration and is currently working on his Ph.D. in Global Leadership (completion 2027).

### UNDERSTANDING BANKRUPTCY TRENDS: HOW UNSECURED CREDITOR DATA SHAPES EFFECTIVE CREDIT SOLUTIONS

**JAMES BROWN, Founder & Owner, *BK Wire***



James Brown is the founder and owner of BKwire.com, an innovative web-based platform that provides streamlined bankruptcy data information, equipping businesses with actionable insights to proactively address bankruptcy risks. Drawing from a rich background of accounts receivable insurance and other financial services, James built BKwire.com to operate as an invaluable tool in safeguarding your business's financial future and navigating today's financial uncertainty. As a seasoned expert in corporate bankruptcy data analysis, James is a dedicated guide empowering businesses to make informed decisions in the face of financial uncertainty.