



WE'RE OFF TO THE CREDIT RACES!

2026 REGIONAL MEETINGS DETROIT: *MOTOR CITY MUSTANG*

THURSDAY, APRIL 16th, 2026

Meeting Agenda

Courtyard by Marriott Detroit Troy
1525 East Maple Road
Troy, MI 48083

REGISTRATION DEADLINE:
THURSDAY, APRIL 9TH, 2026

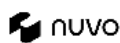
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DETROIT: MOTOR CITY MUSTANG

POST TIME: Thursday, April 16th, 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 End of the Traditional Credit Check: Your Next-Gen Playbook for Smarter Fraud Defense

Sean McCaffrey, Sales & Product Advisory Manager, Bectran; Tommy Ugalde, Associate Account Executive & Product Advisor, Bectran

The traditional credit process was not designed to handle the modern era of fraud seen in the industry. Join us as we discuss the evolution to modern B2B fraud, what it looks like today, and why traditional credit checks fail. We will also dive into best practices in building your defense against fraud and real-world examples of how automation and AI creates a seamless prevention process before it's too late.

10:45 a.m. – 11:00 a.m. – Break

11:00 a.m. – 12:00 p.m.

Standby Letters of Credit

Thomas Fawkes, Partner, Tucker Ellis LLP; Brian Jackiw, Partner, Tucker Ellis LLP

Standby letters of credit represent one of the most powerful tools in a credit professional's toolbox to provide payment assurance in the event of a customer default. What makes them particularly attractive, compared to other credit enhancements, is that they are "bankruptcy-proof," meaning that they can be accessed in the event of a bankruptcy and therefore provide creditors with substantial protection against bankruptcy losses. In order for them to be effective, however, they must be properly structured and their requirements must be strictly followed. During this presentation, Thomas Fawkes and Brian Jackiw from Tucker Ellis LLP will provide an overview of standby letters of credit, including how they are created, how they operate, and the steps creditors must take to ensure that they are honored.

12:00 p.m. – 1:00 p.m. Lunch

1:00 p.m. – 1:15 p.m. NACM Connect Update – Dorann Guenard

1:15 p.m. – 2:15 p.m.

How To Make A Sound Credit Decision

Dorann Guenard, CGA, Regional Manager, NACM Connect; Bob Rabe, Education Manager, NACM Connect

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.

Understanding Bankruptcy Trends: How Unsecured Creditor Data Shapes Effective Credit Solutions

James Brown, Founder & Owner, BK Wire

Monitoring companies' losses through unsecured creditor data provides critical insights into bankruptcy trends and financial vulnerabilities in today's volatile market. By analyzing this data, credit professionals can identify patterns of risk and adjust credit policies proactively. During this session, BKwire experts will explore certain bankruptcies and how bankruptcy and unsecured creditor insights reveal signs of financial distress, enabling attendees to enhance credit risk management strategies. Attendees will learn to leverage bankruptcy data to anticipate market shifts, mitigate losses, and seize opportunities, with practical examples drawn from recent bankruptcy filings.



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