



WE'RE OFF TO THE CREDIT RACES!

2026 REGIONAL MEETINGS FORT WAYNE: *BIOGRAPHIES*



INSIDE CREDIT DATA: LESSONS FROM BOTH SIDES OF THE TABLE
BRYNN LAYTON,
Head of Sales, Credit Pulse

Brynn brings more than 20 years of experience in credit, fraud, and risk analytics, with leadership roles at Dun & Bradstreet, TransUnion, Equifax, and Supply Wisdom. Throughout his career, he has helped financial institutions and enterprises use data to strengthen credit decisioning and better understand risk. At Credit Pulse, he works closely with credit leaders to modernize how teams operate and gain earlier visibility into portfolio risk.



THE 5 C'S OF CREDIT IN REVIEW
CAROLINE PERKINS, CCE,
Credit Manager, Mickey Thompson Performance Tires

Caroline has been in the credit industry for 40 years. She has served as credit manager for Mickey Thompson Tires, a wholly-owned subsidiary of the Goodyear Tire & Rubber Company, for the past 38 years. She earned her CCE certification in 2012 from NACM and has participated in numerous credit interchange groups throughout the years. She is the winner of the "12th Man Award" in 2012 and the "Ironman Award" in 2014 from Mickey Thompson Tires.



GUARDING AGAINST DECEPTION
AMY COOK, CCE, Retired,
Credit Manager

Amy recently retired from being a Regional Credit Manager for McNaughton McKay Electric Company. She worked as a credit/AR professional since 1999. She has a BA from Spring Arbor University in Management and Organizational Development. Additionally, Amy has served as a board member for NACM Connect.



BEING INTENTIONAL WITH CREDIT RISK RETENTION AND RISK TRANSFER
John Cornell, Founder,
Crescendo Trade Risk

John Cornell is the Founder of Crescendo Trade Risk, a specialty trade credit insurance brokerage built on a simple belief: people are smart, and nobody likes being sold to—especially about insurance. He's known for mixing straight talk with dry humor. Before launching Crescendo, John was an asset-based lender, where he learned the fastest way to understand a business is to watch what happens when customers don't



WEDNESDAY, MAY 6th, 2026



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FORT WAYNE: *BIOGRAPHIES*



pay. That experience permanently cured him of optimism-based credit decisions and taught him that cash flow is the KPI that never lies.

John later spent nearly a decade with Allianz Trade, the world's largest insurer of trade receivables. There, he saw firsthand how credit insurance works when it's done right—and how it doesn't when it's rushed, oversold, or forced to fit a carrier's quarterly goals.

At Crescendo Trade Risk, John takes a different approach. He doesn't push companies to buy insurance. He assumes

they'll buy on their timeline, not the carrier's—and when they do, he plans to have them be around for decades. The focus isn't closing deals; it's building long-term partnerships that help companies sell more, sleep better, and avoid learning credit lessons the expensive way.

2026 REGIONAL MEETINGS

APRIL 7 – KANSAS CITY

APRIL 8 – CINCINNATI

APRIL 9 – WICHITA

APRIL 14 – GRAND RAPIDS

APRIL 16 – DETROIT

APRIL 21 – INDIANAPOLIS

APRIL 23 – CHICAGO

MAY 5 – PITTSBURGH

MAY 6 – FT. WAYNE

MAY 7 – CLEVELAND

MAY 12 – BUFFALO

MAY 14 – WORCESTER

MAY 19 – OMAHA

MAY 21 – MILWAUKEE



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