

# WE'RE OFF TO THE CREDIT RACES!



## 2026 REGIONAL MEETINGS

### FORT WAYNE: *SUMMIT CITY SPIRIT*

WEDNESDAY, MAY 6th, 2026

## Meeting Agenda

Fairfield Inn & Suites  
6021 Lima Rd  
Fort Wayne, IN 46818

**REGISTRATION DEADLINE:**  
WEDNESDAY, APRIL 29TH, 2026

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

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POST TIME: Wednesday, May 6th, 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.

### AI in Credit: What Works in Practice

*Jordan Esbin, CEO & Founder, Credit Pulse*

Credit teams are under pressure to move faster, back better customers, and avoid risk, all with the same time and tools. The real challenge is not a lack of data. It's too much of it, spread everywhere, with no clear signal on what matters. AI is changing that. In this session, Jordan Esbin, CEO of Credit Pulse, will walk through how teams are using AI in practice. Catching fraud earlier, connecting scattered data, spotting changes in customer behavior, and removing the manual work that slows decisions down. We'll also cover where to be cautious, what still needs a human eye, and how to use AI to make better calls without overcomplicating your process.

10:45 a.m. – 11:00 a.m. – Break

11:00 a.m. – 12:00 p.m.

### Guarding Against Deception

*Amy Cook, CCE, Retired, Credit Manager*

Payment fraud continues to be a major problem for companies. Knowing how to identify the latest fraud schemes, recognize emerging threats and implement effective fraud mitigation strategies is critical to protecting your business' bottom line. This session will cover essential tips and best practices to help you fight fraud. Don't miss this opportunity to gain critical knowledge and protect your organization from the growing threat of business-to-business (B2B) fraud!

12:00 p.m. – 1:00 p.m. Lunch

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

1:15 p.m. – 2:15 p.m.

### The 5 C's of Credit in Review

*Caroline Perkins, CCE, Credit Manager, Mickey Thompson Performance Tires*

Character, Capacity, Capital, Collateral, Conditions. These pillars set the fundamental framework for evaluating creditworthiness and mitigating risk in credit decisions. Whether you are new to credit or a seasoned professional, this comprehensive overview will equip you with the tools you need to navigate the complexities of credit evaluation effectively.

2:15 p.m. – 2:30 p.m. – Break

2:30 p.m. – 3:30 p.m.

### Being Intentional with Credit Risk Retention and Risk Transfer

*John Cornell, Founder, Crescendo Trade Risk*

Better credit management starts with an intentional risk strategy. We'll walk through how an intentional strategy takes credit teams from gatekeepers to growth facilitators adding enterprise value to their organization, and you'll leave knowing where your company is on the accidental risk "strategy" to intentional risk strategy continuum, and a roadmap to an intentional risk strategy.



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