

WE'RE OFF TO THE CREDIT RACES!



2026 REGIONAL MEETINGS KANSAS: *THE FRONT RUNNER*



TUESDAY, APRIL 7th, 2026

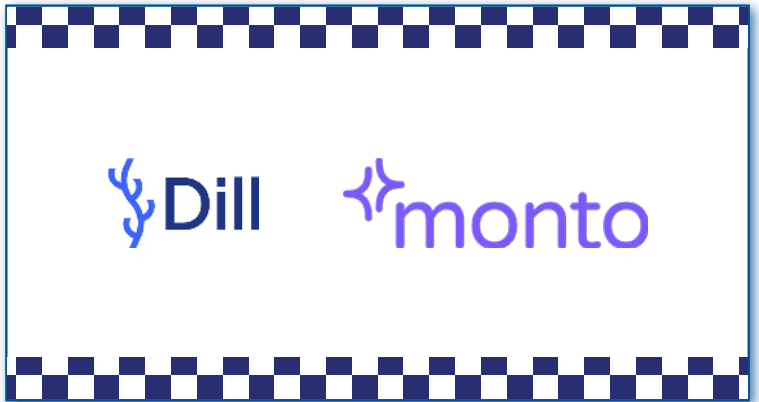
Meeting Agenda

Marriott Kansas City Overland Park
 10800 Metcalf Avenue
 Overland Park, KS 66210

REGISTRATION DEADLINE:
 TUESDAY, MARCH 31ST, 2026

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

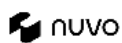
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KANSAS: THE FRONT RUNNER



POST TIME: Tuesday, April 7th, 9:00 a.m. - 3:30 p.m. CT

9:00 a.m. – 9:20 a.m. Registration

9:20 a.m. – 9:30 a.m. Opening Remarks – Rich Steinkoenig

9:30 a.m. – 10:45 a.m. Economic Update

Chris Kuehl, Ph.D., Economist, Armada Corporate Intelligence

With the current administration things are changing fast, and many of the changes have a direct impact on the economy. Join us for an insightful and engaging session as we delve into the current state of the economy and its implications for the commercial credit landscape.

10:45 a.m. – 11:00 a.m. – Break

11:00 a.m. – 12:00 p.m. AI for Credit Managers

Bob O'Brien, Global Alliances & Partnership Solutions Manager, Dun & Bradstreet

Credit managers face the challenge of making informed decisions amidst vast amounts of data. This session explores how artificial intelligence (AI) can revolutionize credit management by providing actionable insights and automating routine processes. Participants will learn how AI can help them make smart decisions that lead to measurable success and outcomes.

12:00 p.m. – 1:00 p.m. Lunch

1:00 p.m. – 1:15 p.m. NACM Connect Update – Phil Lattanzio

1:15 p.m. – 2:15 p.m.

Heroes and Horrors: Triumphs and Tragedies Unveiled (Navigating Credit through the Eyes of the Court)

Wanda Borges, Esq., Borges & Associates LLC

This specialized educational program has been updated and explores real-world cases, showcasing both the triumphs and challenges faced by trade credit grantors. Emerging Leaders in the credit world as well as seasoned veterans will gain valuable insights, strategies, and best practices to make informed decisions and mitigate risks in the world of trade credit. As we delve into the world of lawsuits in state court and federal courts (including bankruptcy courts), attendees will be shown how creditors and attorneys stepped up to the plate, turning the tide of seemingly unwinnable situations into success stories. Examples will be provided of how accurate terms and conditions can assist the trade creditor in recovering a debt. Cases will be discussed where a seemingly simple error can cause the loss of thousands of dollars for the creditor. Riveting stories of triumph and tragedy will keep the attendees engaged from start to finish.

2:15 p.m. – 2:30 p.m. – Break

2:30 p.m. – 3:30 p.m.

Setting a Timeline for Effective Collections

Marc Davenport, AVP of Customer Experience, Caine and Weiner

Basic collection techniques tell us that placements that are not too old have a better chance of being collected than older ones. But does your collection strategy include the best possible times for each step in the collections process to maximize success? When should a demand letter go out? Should there be different strategies for new customers and long-time customers? This session will provide you with actionable strategies to improve cash flow and reduce delinquency rates.