



WE'RE OFF TO THE CREDIT RACES!

2026 REGIONAL MEETINGS WICHITA: AIR CAPITAL ACE

THURSDAY, APRIL 9th, 2026

Meeting Agenda

Courtyard by Marriott Wichita
at Old Town
820 East 2nd Street North
Wichita, KS 67202

REGISTRATION DEADLINE:
THURSDAY, APRIL 2ND, 2026

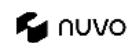
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WICHITA: AIR CAPITAL ACE

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

9:00 a.m. – 9:30 a.m. Registration

9:30 a.m. – 9:45 a.m. Opening Remarks – Leslie Harrison

9:45 a.m. – 10:45 a.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.

10:45 a.m. – 11:00 a.m. – Break

11:00 a.m. – 12:00 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.

12:00 p.m. – 12:45 p.m. Lunch

12:45 p.m. – 1:00 p.m. NACM Connect Update – Phil Lattanzio

1:00 p.m. – 2:15 p.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.

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.