



# WE'RE OFF TO THE CREDIT RACES!

## 2026 REGIONAL MEETINGS

### WISCONSIN: *THE BREW CITY CLOSER*

THURSDAY, MAY 21st, 2026

## Meeting Agenda

Milwaukee Marriott West  
 W231 N1600 Corporate Court  
 Waukesha, WI 53186

**REGISTRATION DEADLINE:**  
 THURSDAY, MAY 14TH, 2026

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

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## WISCONSIN: THE BREW CITY CLOSER



**POST TIME: Thursday, May 21st, 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 – Frank Schetski**

**9:45 a.m. – 10:45 a.m.**  
**Economic Update: Navigating the Markets**  
*Brian Jacobsen, Chief Economist, Annex Wealth Management*

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.**  
**The Role of a Creditors' Committee as a Counterweight to the Debtor and Secured Lender: What You Need To Know**  
*Lindsay Sklar, Senior Counsel, Lowenstein Sandler*

This program will delve into the essential role that a creditors' committee plays in Chapter 11 cases to safeguard the interests of unsecured creditors. The session will start by exploring the formation of a creditors' committee, highlighting the diverse types of creditors appointed to the committee and their varying interests. The speaker will also discuss the advantages and disadvantages of committee membership, the goals of its members, and the role of committee professionals in their interactions with committee members. The speaker will then delve into the committee's power to advocate for its unsecured creditor constituency. This includes negotiating and litigating Chapter 11 financing issues, actively participating in and litigating bankruptcy sales and Chapter 11 plans, and investigating and pursuing causes of action and lien challenges against the debtor's

secured lender and claims against the debtor's insiders. The speaker will also present case studies from our prior committee representations to provide real-world insights and examples.

**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.**  
**Automation – Don't Be Afraid – Embrace It!**  
*Bob O'Brien, Global Alliances & Partnership Solutions Manager, Dun & Bradstreet*

As the demand for efficiency and accuracy grows, leveraging technology is no longer optional—it's essential. In this session, you will learn how automation can occur anywhere in the Credit to Cash cycle and how it can positively improve cash flow, reduce manual efforts resulting in less hours worked and positively affect your customers.

**2:15 p.m. – 2:30 p.m. – Break**

**2:30 p.m. – 3:30 p.m.**  
**Strategic Risk Retention/Transfer Discussion: How Credit Leaders Add Enterprise Value**  
*John Cornell, Founder, Crescendo Trade Risk*

Most Companies BELIEVE they have a credit strategy. The Reality. They have a collection of policies and procedures and the credit decisions they've made thus far. They've not CHOSEN to retain risk. They've defaulted to it. We'll discuss how an Intentional Risk Retention Mix can drive enterprise value and provide Credit Leaders with the seat at the leadership table they deserve.