



WE'RE OFF TO THE CREDIT RACES!

2026 REGIONAL MEETING & BASEBALL GAME ST. LOUIS: *THE BIG RED ONE*



WEDNESDAY, AUGUST 26 2026

Meeting Agenda

The Westin St. Louis
811 Spruce Street
St. Louis, MO 63102

REGISTRATION DEADLINE:
WEDNESDAY, AUGUST 19, 2026

PRICING:
\$169 members
\$338 nonmembers

SPEAKERS

- John Galante, Account Executive, Credit Pulse
- Chris Kuehl, Economist, Armada Corporate Intelligence
- Marc Davenport, AVP of Customer Experience, Caine & Weiner

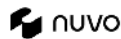
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ST. LOUIS: THE BIG RED ONE



POST TIME: **Wednesday, August 26, 2026 - 11:30am – 5:00pm CT**

11:30am – 12:00pm **Registration**

12:00pm – 12:45pm **Lunch**

12:45pm – 1:15pm **Welcome & NACM Connect Update**

1:15pm – 2:15pm **Session 1: In the Gate**

AI in Credit: What Works in Practice

John Galante, Account Executive, 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.

2:15pm – 2:30pm **Break**

2:30pm – 3:45pm **Session 2: Down the Stretch**

Economic Update

Chris Kuehl, 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.

3:45pm – 4:00pm **Break**

4:00pm – 5:00pm **Session 3: Cross the Finish Line**

The Art of Negotiation Volume 2

Marc Davenport, AVP of Customer Experience, Caine & Weiner

Negotiations and Resolutions is not about forcing agreement; it is a disciplined process aimed at uncovering the deeper motivations of all parties involved. Participants will explore how to identify what the other side truly wants, their fears, values, and the concessions they are willing to make to achieve their objectives. Through interactive discussions and practical application, attendees will gain insights into the art of negotiation, enhancing their ability to foster collaborative solutions that satisfy all stakeholders.

SOCIAL EVENT:

BALTIMORE ORIOLES

VS.

ST. LOUIS CARDINALS

6:45 PM CT

@BUSCH STADIUM (SUITE OPENS ONE HOUR BEFORE)

\$40 per person

No coupons accepted for this event. The event is open to NACM Connect members only. No guests can be accommodated. Tickets will be available strictly on a first-come, first-serve basis.

Register

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