

Topic



Credit and Sales – Building Relationships through Communication

Navigating credit decisions and collections can be challenging, especially when delivering tough messages to Sales. This session focuses on how to communicate clearly, confidently, and collaboratively while maintaining strong business relationships. We'll explore practical approaches to align shared goals, reduce friction, and ensure your message is heard and understood. Participants will discuss techniques they can immediately apply in real-world scenarios.

Tuesday
July 7, 2026

10 AM CT

Zoom
Meeting

Your Host: Tina Tucker

Accounts Receivable Manager
Calumet Specialty Products



Tina has held a variety of accounts receivable roles since 1994, with collections and AR experience in the automotive, medical, security, and manufacturing industries. She has served as AR Manager at Calumet Specialty Products, a petroleum refining company, since 2018. In recent years, her work at Calumet has focused on improving processes, creating and managing an SOP library, and using technology to automate tasks and increase efficiency. In her spare time, Tina enjoys making jewelry by hand and spoiling her 20-year-old cat.

Let's Connect!

