WE'RE OFF TO THE CREDIT RACES!

NACM CONNECT
National Association of Credit Management
Driving results

ST. LOUIS 2026 REGIONAL MEETING

WEDNESDAY, AUGUST 26, 2026

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

REGISTRATION DEADLINE:
WEDNESDAY, AUGUST 19, 2026

PRICING:
$169 members
(1 coupon per company is valid)
$338 nonmembers

QUESTIONS? CONTACT
BOB RABE 847.483.6484 OR
bob.rabe@nacmconnect.org

Register Today

Meeting Agenda

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, John Galante, AE 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.

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SOCIAL EVENT:

BALTIMORE ORIOLES VS. ST. LOUIS CARDINALS

August 26, 2026
6:45PM CT
@BUSCH STADIUM

(SUITE OPENS ONE HOUR BEFORE)

Attn: Members & Guests Welcome!

$40 per person

Food & Drinks Included!

Two coupons per company accepted for this event. Tickets will be available strictly on a first-come, first-serve basis.

Register

You and your guest must be at least 21 years old to register.

SPONSORED BY

Caine & Weiner

QUESTIONS? CONTACT
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