

Coffee
With
Connect



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10 CT | ZOOM

Let's CONNECT

Building Consensus in Credit and Collections

How do you build cooperation when credit, collections, sales, finance, and leadership see things differently?

Join a facilitated, peer-to-peer discussion about building trust, working through disagreements, and finding common ground on credit and collection decisions. Open-ended questions will guide the conversation, with participants invited to share experiences, ask questions, and learn from one another. Whether you are new to the profession or bring years of experience, your perspective is welcome. Together, we will explore practical ways to explain concerns, gain support, and create shared accountability.



Jay Snyder, Founder and Principal Consultant, Thunder Consulting

Jay M. Snyder, CCE, ICCE, is a commercial credit and risk executive with four decades of experience in underwriting, global collections, cash application, portfolio management, and operational transformation. He has led teams responsible for multibillion-dollar sales and accounts receivable portfolios, supported international growth, and guided credit operations through major transactions and system changes. Jay has a bachelor's degree in global business management and is a graduate of the NACM Graduate School of Credit and Financial Management and has received the Robert M. Healy Credit Executive of the Year, O.D. Glaus Credit Executive of Distinction, and Graduate School Leadership awards.

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