



WE'RE OFF TO THE CREDIT RACES!

2026 REGIONAL MEETINGS

FORT WAYNE: *SUMMIT CITY SPIRIT*

WEDNESDAY, MAY 6th, 2026

Meeting Agenda

Fairfield Inn & Suites
6021 Lima Rd
Fort Wayne, IN 46818

REGISTRATION DEADLINE:
WEDNESDAY, APRIL 29TH, 2026

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

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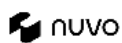


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POST TIME: Wednesday, May 6th, 9:00 a.m. - 3:30 p.m. ET



9:00 a.m. – 9:30 a.m. Registration

9:30 a.m. – 9:45 a.m. Opening Remarks – Bob Rabe

9:45 a.m. – 10:45 a.m.

Inside Credit Data: Lessons from Both Sides of the Table

Brynn Layton, Head of Sales, Credit Pulse

Credit professionals rely on reports, scores, and payment data every day to evaluate customer risk, yet few have seen how that data is created and interpreted behind the scenes. Brynn Layton has worked on both sides of the credit ecosystem—first as a credit practitioner and later helping organizations, including bureaus, interpret data and analytics at scale. In this session, he will share practical insights into how experienced risk teams read credit data, common ways reports are misinterpreted, and what signals deserve closer attention.

10:45 a.m. – 11:00 a.m. – Break

11:00 a.m. – 12:00 p.m.

Guarding Against Deception

Amy Cook, CCE, Retired, Credit Manager

Payment fraud continues to be a major problem for companies. Knowing how to identify the latest fraud schemes, recognize emerging threats and implement effective fraud mitigation strategies is critical to protecting your business' bottom line. This session will cover essential tips and best practices to help you fight fraud. Don't miss this opportunity to gain critical knowledge and protect your organization from the growing threat of business-to-business (B2B) fraud!

12:00 p.m. – 1:00 p.m. Lunch

1:00 p.m. – 1:15 p.m. NACM Connect Updates – Dorann Guenard

1:15 p.m. – 2:15 p.m.

The 5 C's of Credit in Review

Caroline Perkins, CCE, Credit Manager, Mickey Thompson Performance Tires

Character, Capacity, Capital, Collateral, Conditions. These pillars set the fundamental framework for evaluating creditworthiness and mitigating risk in credit decisions. Whether you are new to credit or a seasoned professional, this comprehensive overview will equip you with the tools you need to navigate the complexities of credit evaluation effectively.

2:15 p.m. – 2:30 p.m. – Break

2:30 p.m. – 3:30 p.m.

Being Intentional with Credit Risk Retention and Risk Transfer

John Cornell, Founder, Crescendo Trade Risk

Better credit management starts with an intentional risk strategy. We'll walk through how an intentional strategy takes credit teams from gatekeepers to growth facilitators adding enterprise value to their organization, and you'll leave knowing where your company is on the accidental risk "strategy" to intentional risk strategy continuum, and a roadmap to an intentional risk strategy.



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