



WE'RE OFF TO THE CREDIT RACES!

2026 REGIONAL MEETINGS

PITTSBURGH: *STEEL CITY STEED*

TUESDAY, MAY 5th, 2026

Meeting Agenda

Pittsburgh Marriott North
 100 Cranberry Woods Drive
 Cranberry Twp, PA 16066

REGISTRATION DEADLINE:
 TUESDAY, APRIL 28TH, 2026

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

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POST TIME: Tuesday, May 5th, 9:00 a.m. - 3:30 p.m. ET

9:00 a.m. – 9:30 a.m. Registration

and billing processes.

9:30 a.m. – 9:45 a.m. Opening Remarks – Frank Schetski

12:00 p.m. – 1:00 p.m. Lunch

**9:45 a.m. – 10:45 a.m.
The Power of Purpose-Driven Business: The Business Case for Social Impact**

Matthew D. McGowan, CSP, Director, Social Impact, Staffmark Group

1:00 p.m. – 1:15 p.m. NACM Connect Updates – Phil Lattanzio

**1:15 p.m. – 2:15 p.m.
Navigating the New Bankruptcy Landscape: Strategies for 2026 and Beyond**

Maribeth Thomas, Shareholder, Tucker Arensberg

This presentation explores why social impact is no longer just a moral imperative—it's a strategic advantage that drives measurable results for organizations, their clients, employees, and communities. Matthew McGowan will share insights into how purpose-driven initiatives strengthen talent pipelines, increase employee engagement and retention, and enhance client relationships. Using Staffmark Group's RGF Connect initiative as a real-world example, he will demonstrate how social impact initiatives create value across multiple stakeholder groups, benefiting organizations, employees, clients, and communities alike.

We will examine and explore the evolving terrain of bankruptcy and credit management as we navigate 2026 and beyond. Attendees will gain a comprehensive understanding of the current trends, legal changes, and economic factors shaping bankruptcy practices today. Additionally, we will look at strategic approaches and case studies in furthering understanding the complexities of bankruptcy and credit management. Join us as we equip you with the knowledge and tools necessary to thrive in this changing bankruptcy landscape.

10:45 a.m. – 11:00 a.m. – Break

2:15 p.m. – 2:30 p.m. – Break

**11:00 a.m. – 12:00 p.m.
Automation in Credit, Cash Application, and Billing**
Robert T. Lewis, Director – Credit, US Steel Co.; Kristen E. McKenzie, Senior Manager – Accounts Receivable, US Steel Co.; Michelle R. O'Neill, Senior Manager – Credit, US Steel Co.; Paul Ott, Retired, US Steel Co.

**2:30 p.m. – 3:30 p.m.
How to Deal with the Worst of the Worst**
Frank Schetski, CGA, Regional Manager, NACM Connect

Automation is transforming how organizations manage credit, cash applications, and billing processes. Explore the significance of automation in streamlining credit management, enhancing cash application accuracy, and optimizing billing cycles. This session will delve into the innovative technologies shaping these functions, particularly focusing on the integration of Microsoft Pilot, Artificial Intelligence (AI), and Optical Character Recognition (OCR). Hear from a panel of industry experts as they share success stories and lessons learned from implementing automation in their credit

We all know these customers...the rudest and most difficult people to deal with and manage. We dread interacting with these people because we know our blood pressure levels will go through the roof once we get off the phone with them or get their return e-mails, yet they are some of your company's biggest customers and we need to maintain positive relationships with them. This session will explore strategies for managing these relationships in a way that minimizes stress while effectively communicating your company's messages and encouraging timely payments. Plus, we'll have a little fun in this session along the way.