

Join the NACM Connect

LAW FIRM FORUM GROUP



The NACM Connect Law Firm Forum Group provides an opportunity for credit professionals who work for law firms to meet and receive guidance of best practices and standards for their specific needs.

The Law Firm Forum Group meets four times per year. During each meeting, group members network with other professionals in the legal industry with similar responsibilities, and engage in educational sessions on various credit-related topics including:

- **Business and Cash Flow Cycles**
Best practices as pertaining to all areas of Law
- **Intake Systems**
Conflicts, Risk Analysis, Retainers, Scoring, Engagement Agreements
- **Billing**
Timing, Discounts, Expenses, E-Billing
- **Collection Criteria**
Scoring, Contact Details, Instruments for Collection
- **Account Reactivation of Former Client Account**
Conflict, Details of New Work, Historical Data, Current Risk Condition, Credit Reports, Personal Guarantees
- **Reporting**
Utilization, Realization, Profitability
- **Authority Levels**
Approval for Risky Clients, Retainer Policy, Rate Variances
- **Cash Receipts**
Standard Accepted Methods of Payment, Unapplied Cash, Trusts
- **Government Run and International Accounts**
How Risk Factors Vary, Government Influences, Contract Requirements

The group also has a well-qualified NACM Connect staff member who serves as the Group Administrator and attends all meetings in addition to providing information and supervising the service to members.

For more information, please contact Themis Vlahos, CCE, CGA
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