

FEDERATION of CREDIT
and FINANCIAL PROFESSIONALS

Credit & A/R Professional Retreat Day

Embassy Suites, Hunt Valley, MD

Agenda

Wednesday, May 25

- 8:00 – 8:30am **Continental Breakfast** - *in meeting room*
- 8:30 – 8:45am **Welcome** – Lyle Wallis, President – *FCFP*
- 8:45 – 9:45am **The Outlook for the U.S. Economy** - Dan North, Chief Economist - *Euler Hermes North America*
The U.S. and the world are in the midst of the seventh year of recovery from the Great Recession, and robust growth still remains elusive in most major economies. In the U.S., a balance of positive and negative factors are likely to result in yet another positive but disappointing year in 2016. The presentation will examine developments in consumption, housing, manufacturing, employment, and how government policies have helped or hurt the situation.
- 9:45 – 10:45am **The Credit Application & Supply Contract** - Scott Blakeley, Founding Partner - *Blakeley, LLP*
A credit application, as well as a supply contract (depending on the trade relationship with your customer) can be central to setting forth your rights in the event of a dispute with the customer, limiting credit risk and an accommodative response to a customer's terms pushback.
- 10:45 – 11:00am **Break**
- 11:00 – 12:00pm **Securing Marginal Credit Risks** - John Eberhardt, Gen. Mgr. of Customer Financial Services – *Nikon Americas Inc.*
A discussion on the adoption and use of the various security devices available to your organization, designed to mitigate credit risk associated with the extension of credit to marginal customer accounts.
- 12:00 – 12:45pm **Lunch** – *in meeting room*
- 12:45 – 1:45pm **Key Factors for a Successful Electronic Invoicing Program** - Colleen Ciak, Director of Marketing – *Billtrust*
This session will review research and best practices for improving the invoice-to-cash process. Key aspects of payment cycle management will be reviewed along with case studies for how businesses have automated their invoice-to-cash process and the results achieved. The session will also cover best practices for driving adoption of electronic invoicing.

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Agenda (continued)

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- 1:45 – 2:45pm **Preventing and Defending Against Preference Actions in Customer Bankruptcies** - Rafael X. Zahraiddin-Aravena, Chairman - Bankruptcy & Restructuring Group - *Elliott Greenleaf* and Aaron L. Hammer, Partner - *Sugar, Felsenthal, Grais & Hammer, LLP*
There is nothing more frustrating to a creditor than finally getting paid for goods or services, only to have a customer file for bankruptcy protection and, as a result, ending up on the receiving end of a bankruptcy preference action. This session will discuss how to proactively avoid such actions and defend against preference actions if and when they are filed against your organization.
- 2:45 – 3:00pm **Break**
- 3:00 – 4:00pm **An Overview of UCC Filings, Mechanics Liens & Bond Claims** - Jerry Bailey, Executive Sales & Education Manager, *NCS Credit*
- The UCC process is a cost-effective solution for securing your inventory, equipment and receivables, especially important in today's fragile economy. Make yourself aware of all the circumstances where a UCC can offer security.
 - Worried about extending credit for construction projects? Unsure how to minimize your risk? By understanding the basics of mechanic's lien and bond claim laws, you can learn how to secure your right to get paid.

Discover the Benefits of Membership in the
Federation of Credit & Financial Professionals

For additional information email

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Or call

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