

2024 FORT WAYNE ANNUAL MEETING

IT FEELS GOOD TO RECONNECT...



TUESDAY
JUNE 18

START AT 9:15 AM

Join us to learn and network with your peers and leaders in the commercial credit profession.



Mike Nortman
Business Development Manager
Esker



Robert Kirk
Head of Analytics
Financial Institutions



Chris Kuehl
Armada Coporate Intelligence
(Virtual)



James Brown
Founder and Owner
BKWire.com

NACM CONNECT ANNUAL MEETING

MEETING AGENDA

Hilton Garden Inn
8615 US-24
Fort Wayne, IN 46804

WWW.NACMCONNECT.ORG

QUESTIONS? Please contact Lillian Novak at lillian.novak@nacmconnect.org

SPEAKERS

TUESDAY JUNE 18

9:15 A.M. — 5 P.M. EDT

9:15 A.M. - 9:30 A.M.

OPENING REMARKS

*Phil Lattanzio, CCE, President & COO
NACM Connect*

9:30 A.M. – 10:30 A.M.

AR KPIs You Should Track & Share Within Your Organization

Mike Nortman, Esker

In this session we will uncover the pivotal Key Performance Indicators (KPIs) that drive success in accounts receivable (AR) management. Join us for an engaging discussion where we delve into the essence of AR KPIs, unravel their significance, and learn how to leverage them effectively to optimize financial health and operational efficiency.

10:45 A.M.– 12:00 P.M.

How to Make a Sound Credit Decision

TBD

In an interactive workshop, random scenarios for credit requests will be worked out by the attendees with the assistance of the panel. Join us for what promises to be a fun session that will test what you know about credit decisions while learning new ways to assess your customers' requests.

12:00 P.M. – 1:00 P.M.

LUNCH

1:00 P.M. – 2:00 P.M.

Economic Update, Chris Kuehl, Armada Corporate Intelligence (Virtual)

Chris Kuehl, Armada Corporate (Virtual)

Once again we will be ending our day of learning with Chris Kuehl's insights into the current state of the economy. Always a don't miss, get an idea of where the economy may be heading in the months ahead.

2:15 P.M. – 3:30 P.M.

The Impact of Bankruptcies – Deeper than You Think

James Brown, Founder and Owner, BKWire.com

In the year 2023, more than 18,000 businesses filed for

bankruptcy, which affected over 400,000 creditors. Such bankruptcy filings can have significant impacts on your company, and it's crucial to be aware of the potential risks. If one of your customers files for bankruptcy, it can negatively affect your business, and the impact can even extend beyond that if your customer's customer also files for bankruptcy. In this session, we will delve into this topic in greater detail and learn how to use data to uncover the hidden effects of bankruptcy filings on your business. It's important to take proactive measures to safeguard your company and arm yourself with the knowledge you need to mitigate the risks and protect your business in the long run

3:30 P.M – 5:00 P.M. BUSINESS MEETING & RECEPTION

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CEU points and CCE recertification points are available for all educational sessions.

While registering online, you will have the opportunity to choose your payment method. We are happy to take a credit card online or invoice you. You will also have the opportunity to apply coupons as allowed.

Cancellation Policy: Cancellations must be received in writing, via email or mail no later than two weeks prior to the meeting date to qualify for a full refund. Cancellations received later than two weeks prior to the meeting date DO NOT qualify for a refund of registration fees. Substitutions are allowed. Sorry, phone cancellations cannot be honored.

ALL REGISTRATIONS ARE TAKEN ONLINE AT WWW.NACMCONNECT.ORG