



# RECONNECT LIVE

# Detroit

Credit Conference

**NOVEMBER 13, 2024**

Register at [nacmconnect.org](https://nacmconnect.org)



**Networking.  
Education.  
Exhibitors.  
Surprises.  
Prizes.**



# RECONNECT LIVE

## ABOUT THE CONFERENCE

It's time! Time to leave the house, leave the office, rejoin your peers, and take advantage of relevant and timely information at this year's NACM Connect Credit Conference – ReConnect Live! We've had a good deal of success with our online member discussion series, Coffee with Connect, but imagine how much more valuable a full day of live education, networking opportunities, and learning about the new products and services our partners are offering would be.

## WHY YOU SHOULD ATTEND

The credit profession has never experienced the changes in laws, technologies, and other information more than the transformations happening now. Come and learn; come and ReConnect Live! Education should be a lifelong endeavor. Plus, earn Continuing Education Units, certification and recertification points for both learning and attendance at an NACM Sponsored event.

## YOUR REGISTRATION INCLUDES

- General sessions
- Continental breakfast and buffet lunch
- Networking reception
- Exhibit hall entry and contests
- Morning and afternoon breaks and refreshments
- One full day of concurrent educational sessions

## LOCATION

Detroit Marriott Troy  
200 W. Big Beaver Road  
Troy, MI 48084

## HOTEL ACCOMMODATIONS

Hotel reservations can be made at the Detroit Marriott Troy, 200 W. Big Beaver Road, Troy, MI 48084. When calling (248) 680-9797, reference NACM Connect Great Lakes Conference to receive the conference rate of \$189/night. The cut-off date is October 21, 2024. Reservations received after this date will be accepted on a space and or rate available basis. To make reservations online at the Detroit Marriott Troy: [Click here](#)

## METHODS OF REGISTRATION

Please choose one of the following methods to register for this year's conference. Full payment must be received with your registration, or we can invoice you; but, payment must be received before the event. Be sure to take advantage of one of the team discounts or the early bird rates listed below. Only one option may be selected - early bird or team discount.

## ONLINE

[www.nacmconnect.org](http://www.nacmconnect.org)

## EMAIL

Complete the enclosed registration form and email it to NACM Connect at [registration@nacmconnect.org](mailto:registration@nacmconnect.org). Credit card payments can be made upon receipt of invoice.

## MAIL

You may send your completed Registration Form with payment to:  
NACM Connect  
Attn: Credit Conference | Registration  
3005 Tollview Drive  
Rolling Meadows, IL 60008-3708

## TEAM DISCOUNTS

- 5 – 9 attendees  
receive a 10% registration discount.  
One coupon per person is valid.
- 10 or more attendees  
receive a 20% registration discount.  
Two coupons per person are valid.

# Detroit

## CREDIT CONFERENCE

**NOVEMBER 13 2024**

**BY 10.15**

**\$299**

**AFTER 10.15**

**\$349**

**NON-MEMBER  
PRICING:**

**BY 10.15**

**\$598**

**AFTER 10.15**

**\$698**

CANCELLATION DEADLINE  
FOR A FULL REFUND IS  
OCTOBER 15.

### **THANK YOU CONFERENCE COMMITTEE**

Amy Cook, CCE McNaughton McKay Electric Company  
Terri Eggebeen, Fechheimer Brothers Company  
Caroline Perkins, CCE, Mickey Thompson Performance Tires  
Lillian Novak, NACM Connect

### **CONFERENCE SPONSORS AND EXHIBITORS**

#### **PLATINUM SPONSORS**

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#### **GOLD SPONSORS**

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#### **SILVER SPONSORS**

Baker Tilly  
Experian  
Meridian Finance Group

#### **BRONZE SPONSORS**

Allianz Trade  
RetailStat

# WEDNESDAY NOVEMBER 13

7:30 – 8 a.m. REGISTRATION AND BREAKFAST		
8 – 8:15 a.m. WELCOME REMARKS <i>NACM Connect President, Phil Lattanzio, CCE</i>		
8:15 – 9:15 a.m. CONNECT TO WHAT MATTERS <i>Opening Keynote Speaker: Charlie Ruiz</i>		
9:15 – 9:45 a.m. BREAK		
	<b>NILES 1</b>	<b>NILES 2</b>
9:45 – 11 a.m.	<b>EFFECTIVE RISK MANAGEMENT STRATEGIES</b> <i>Matt Allison and Lee Fahrenz, Allianz Trade</i>	<b>NAVIGATING THE FUTURE: HARNESSING ARTIFICIAL INTELLIGENCE FOR TRADE CREDITORS, BENEFITS AND PITFALLS</b> <i>Wanda Borges, Esq., Borges &amp; Associates</i>
11 – 11:30 a.m. BREAK		
11:30 a.m. – 12:30 p.m.	<b>CREDIT MANAGEMENT IN THE DIGITAL AGE</b> <i>Naumann Hafeez, CEO, NetNow</i>	<b>FRAUD IN B2B COMMERCE, NOW POWERED BY GENERATIVE AI</b> <i>David Fulham, Nuvo</i>
12:30 – 1:30 p.m. SALON ABC   ALL CONFERENCE LUNCHEON		
1:30 – 2:45 p.m.	<b>RECENT DECISIONS AND TRENDS IN BANKRUPTCY CASES AND LESSONS FOR TRADE CREDITORS</b> <i>Thomas Fawkes, Tucker Ellis</i>	<b>HOW TO HAVE THE DIFFICULT CONVERSATIONS</b> <i>Diana Crowe, NACM Southwest</i>
2:45 – 3:15 p.m. BREAK		
3:15 – 4:30 p.m.	<b>SEEING THE FUTURE: USING AI TO PREDICT AND ACT ON FUTURE DEDUCTIONS</b> <i>Brian Shappell, Emagia</i>	<b>IV YEARS OF SUBCHAPTER V: A SMALL BUSINESS BANKRUPTCY RETROSPECTIVE</b> <i>Michael Papandrea, Bankruptcy and Restructuring Department, Lowenstein Sandler LLP</i>
4:30 – 5:30 p.m. SALON ABC <i>RECEPTION AND NETWORKING EVENT Hosted by the Exhibitors</i>		



## RECONNECT LIVE



8:15 - 9:15 a.m. | WEDNESDAY

## CONNECT TO WHAT MATTERS

Charlie Ruiz is a former professional baseball player whose promising career with the Colorado Rockies was unexpectedly cut short by a devastating injury. He discovered that true success and fulfillment come not just from achievements on the field, but from choosing Presence Over Preference in every aspect of life.

Playing your own game in both the short and long term while staying connected to what matters most. Now, as a performance coach, relationship expert and speaker, Charlie brings practical insights through an approachable, engaging and authentic style of storytelling.

Charlie's coaching and speaking journey starts and continues in the spirit of high-performance. As a former professional athlete, now mental performance coach and communication consultant he's been integrated in all facets of leadership development and mental performance.

He's facilitated upwards of 600 + management training for companies across the start-up and fortune 100 (MLB, Google, Coinbase, SAP, Apple, and Starbucks). Working in professional sports, high-tech and non-profit, he's coached founders, professional coaches, and C-suite executives in both group and 1:1 settings.



# EDUCATIONAL SESSIONS

**9:45 – 11 a.m.**

## **EFFECTIVE RISK MANAGEMENT STRATEGIES**

**Matt Allison and Lee Fahrenz, Allianz Trade**

Have you ever wondered how a credit insurance company evaluates, underwrites and monitors credit risk? How do they use (and you can too) futuristic risk assessment and inject AI (Artificial Intelligence) into underwriting principles to protect the bottom line? Tune in for this enlightening discussion and go behind the scenes – it's all about the information and more reliable than the weather channel.

## **NAVIGATING THE FUTURE: HARNESSING ARTIFICIAL INTELLIGENCE FOR TRADE CREDITORS, BENEFITS AND PITFALLS**

**Wanda Borges, Esq., Borges & Associates**

Although artificial intelligence was first developed in 1936, the term "artificial intelligence" was not coined until 1956. Most laymen got their first taste of artificial intelligence with Hal in the movie "2001 – A Space Odyssey" in 1968. This program will briefly describe the origins of artificial intelligence. Specific areas where artificial intelligence has been or is being used to the benefit of credit and collections will be explored. The benefits of AI in Credit and Collections will be explored. While AI cannot be fully digested in a one hour program, we will touch upon how trade credit executives can adapt and thrive in this rapidly changing landscape and begin to learn what AI-driven solutions are available for enhanced decision making, risk management and customer engagement; and harness the power of AI for more informed and efficient risk assessment. Some of the Key Topics which will be covered will include understanding AI, AI applications in credit, data and AI, AI-enhanced customer engagement, AI in collections, and ethical and regulatory considerations.

**11:30 a.m. – 12:30 p.m.**

## **CREDIT MANAGEMENT IN THE DIGITAL AGE**

**Naumann Hafeez, CEO, NetNow**

Technology is playing a bigger and bigger role in today's credit departments. Credit management in the digital age can lead to greater efficiency and takes advantage of enhanced data-driven decision-making. But within these new technologies lie both challenges and

opportunities. We've come a long way in a short time – and there is more to come.

## **FRAUD IN B2B COMMERCE, NOW POWERED BY GENERATIVE AI**

**David Fulham, Nuvo**

Join us for an educational session to learn how to understand and address the new fraud vectors in B2B commerce more broadly, and your trade credit practice specifically. This session will provide a thorough analysis of the challenges and solutions for credit managers in preventing fraud, particularly with the rise of generative AI. Covered in this session will be types of fraud in B2B commerce; the impact of generative AI; the Impact on Credit Management; detection and prevention and best practices for minimizing fraud risk and enhancing the security of B2B transactions and credit management in the age of AI.

**1:30 – 2:45 p.m.**

## **RECENT DECISIONS AND TRENDS IN BANKRUPTCY CASES AND LESSONS FOR TRADE CREDITORS**

**Thomas Fawkes, Tucker Ellis**

Several important decisions and trends have emerged in bankruptcy cases in the past several years – and, in some cases, the past several months – that impact and inform trade creditors as they seek to maximize recovery from customers that are in Chapter 11. During this session, our speaker will discuss a cornucopia of various decisions and trends, as well as their impact on trade creditors and what trade creditors can learn to aid in maximizing recovery. Some of the topics that will be covered include third-party releases, the "Texas two-step," critical vendor status, consignments, subchapter V bankruptcy, and more!

## **HOW TO HAVE THE DIFFICULT CONVERSATIONS**

**Diana Crowe, NACM Southwest**

At one point in our life or another, we're going to be in a position that requires us to have a difficult conversation. Understanding WHY we have to have those conversations, HOW to actually have the conversation, and WHAT guidelines we should follow will help ensure the conversation goes as smoothly as possible AND brings about the desired results. This session reviews all these elements and incorporates techniques for doing them effectively

# EDUCATIONAL SESSIONS

**3:15 – 4:30 p.m.**

## **SEEING THE FUTURE: USING AI TO PREDICT AND ACT ON FUTURE DEDUCTIONS**

**Brian Shappell, Emagia**

In the complex landscape of B2B credit management, deductions represent a significant challenge that can erode revenues and misrepresent accounts receivable (AR). Manual processing of these deductions can prove not only time-consuming and potentially error-prone but also costly, making it imperative for businesses to find more efficient solutions. Join us for an insightful session tailored where we delve into how AI-powered deductions management solutions can transform a credit department's deduction management process and, thus, overall efficiency. Discover how the right automation tool can handle up to 80% of manual deductions processing, transforming this low-value activity into a high-value one by creating and identifying deductions from various customer-provided remittances... and also cut dispute resolution times in half.

## **IV YEARS OF SUBCHAPTER V: A SMALL BUSINESS BANKRUPTCY RETROSPECTIVE**

**Michael Papandrea, Bankruptcy and Restructuring Department, Lowenstein Sandler LLP**

Subchapter V of the Bankruptcy Code, which contains the small business provisions that Congress enacted to expedite and reduce the cost of Chapter 11 cases for small businesses, took effect in February 2020. On the heels of over four years living with Subchapter V, the speakers will discuss the nuts and bolts of Subchapter V small business cases, the differences between Subchapter V and other Chapter 11 cases, recent hot issues of interest to trade creditors in small business cases, and how small business debtors have been faring in Subchapter V cases. There will then be a discussion of the Final Report of the American Bankruptcy Institute Subchapter V Task Force, which made recommendations to Congress regarding the Subchapter V small business provisions and their impact on trade creditor rights.



# \$1,000 PRIZE DRAWING!

The NACM Membership Benefits Program includes the opportunity to significantly reduce your credit card and check processing fees. UTA-Worldpay provides these beneficial services. To be entered into a drawing for \$1,000 at the conference, simply email **copies of two recent monthly credit card merchant services statements or two recent monthly check guarantee statements** to [mfluegge@unitedtranzactions.com](mailto:mfluegge@unitedtranzactions.com) anytime between now and the conference or bring paper copies to submit to Matt Fluegge at the UTA-Worldpay Booth to be entered into a drawing for \$1,000.

If you bring both credit card statements and check guarantee statements, you will receive two entries into the drawing. If emailing the statements, simply include the following in the subject line...**"\$1,000 Drawing, statements from Company Name"**. In addition, UTA will prepare and provide a free cost analysis to show how much you can save if you would switch credit card processors or check processors and utilize the NACM Membership Benefits Program through UTA-Worldpay.





# RECONNECT LIVE BIOGRAPHIES

## **MATT ALLISON**

**Credit Professional, Allianz Trade**

Originally from Bay City with a Bachelor's degree from Northwood University and M.B.A. from The University of Illinois, Matt now calls Livonia, MI his home. With a background in corporate America with two industry-leading CPG companies managing both distribution and financial performance in geographic locations across the Midwest, he located back home to Michigan for a role with Thomson Reuters in the accounting industry while he finished his MBA with a focus in Finance. Matt works with Allianz Trade combining his love of learning from, helping, and connecting with other professionals with his love for both structure and numbers in the credit profession. He also showcases various professionals weekly on his LinkedIn page.

## **WANDA BORGES, ESQ.**

**Principal, Borges & Associates**

For more than forty years, Ms. Borges has concentrated her practice on commercial litigation and creditors' rights in bankruptcy matters, representing corporate clients and creditors' committees throughout the United States in Chapter 11 proceedings, out-of-court settlements, commercial transactions and preference litigation. She is a member and Past President of the Commercial Law League of America and has been an Attorney Member of its National Board of Governors, a Chair of the Bankruptcy Section and Creditors' Rights Section. She is the President of the Commercial Law League Fund for Public Education. She is a member of several bar associations, including the American Bar Association, the American Bankruptcy Institute and the New York State Academy of Trial Lawyers. Ms. Borges serves on the Board of Directors of the International Association of Commercial Collectors, of which her firm is an associate member. She is an internationally recognized lecturer and author on various legal topics including Bankruptcy Issues such as 503(b)(9) claims and preferences, the Uniform Commercial Code, ECOA, FCRA, antitrust law, and current legal issues such as Credit Card Surcharge issues, social media, Cybersecurity and Ethics for the Trade Credit Grantor and current proposed legislation that may impact trade credit grantors. Ms. Borges has authored, edited and continues to contribute to numerous publications including Thomson West's Enforcing Judgments and Collecting Debts in New York (as its Editor-in-Chief and Lead Author), NAB's book Out of the Red and into the

Black, the BCCA's Credit & Collection Handbook, The Financial Manager, the CLLA's Commercial Law World Magazine. She is listed in Who's Who in America.

## **DIANA CROWE**

**Regional Director, NACM Southwest**

Diana creates an inspired and motivated learning environment to bring focused training for professionals looking to advance their careers, improve customer relationships (both internal and external), effectively communicate, and add to and improve your power skills! Diana has conducted numerous professional trainings to audiences including credit professionals, industry specific and community groups, along with aspiring and published authors.

In addition to her over thirty years in a variety of corporate cultures, Diana holds a Bachelors in Organizational Management and, under her pen name, she has published many full-length novels and is a USA Today Best-Selling Author. She has been featured in podcasts and published articles in NACM Business Credit Magazine and Credit Research Foundation.

## **LEE FAHRENZ**

**Vice President, Allianz Trade**

Lee Fahrenz is a Sales Vice President with Allianz Trade (formerly Euler Hermes North America) where he has served for over 17 years. He has 35 years of sales and sales management experience in insurance, banking and finance. He consults with companies to help manage credit risk, improve financing opportunities and safely expand sales on both a domestic and international basis. He holds professional affiliations with the Turnaround Management Association, NACM Connect, Fabricators & Manufacturers Association, North American Steel Alliance, Secured Finance Network – Midwest and is on the board of the Association of Steel Distributors. Lee holds a Bachelor of Arts from Gustavus Adolphus College in St. Peter, MN, where he majored in Business. He resides in the Western Suburbs of Minneapolis.

## **THOMAS FAWKES**

**Partnerships, Tucker Ellis**

Thomas Fawkes is a partner with the law firm of Tucker Ellis LLP in its Chicago office. Tom focuses his practice on bankruptcy, creditors' rights and financial restructuring matters, representing official committees, unsecured and secured creditors, debtors, financial institutions, post-

# Detroit CREDIT CONFERENCE

confirmation trustees and asset purchasers in chapter 11 and 7 bankruptcy cases, out-of-court restructurings, and liquidation proceedings throughout the United States. Tom also assists his clients in structuring commercial transactions with a view towards mitigating risk of future bankruptcy and insolvency losses. Among other honors, Tom has been recognized as an Illinois Leading Lawyer in Bankruptcy & Workout Law: Commercial, and by Chambers and Partners as one of the leading bankruptcy and restructuring attorneys in Illinois.

## DAVID FULHAM

*Partnerships, Nuvo*

With over a decade of experience in financial services, David has a deep expertise in technology, information security, and cybersecurity. At Nuvo, he partners with credit risk and fraud experts from identity providers, integrated banks, and credit bureaus to implement industry best practices and innovative solutions that empower credit managers. His extensive background includes detecting and implementing fraud prevention programs across various sectors, including equities and public markets, payments, financial technology, marketplaces, and home services.

## NAUMAN HAFEEZ

*CEO, NetNow*

Nauman is the Co-founder & CEO of NetNow, the leading Digital Credit Management system used by wholesalers, distributors, and suppliers across North America. With extensive experience in the Credit and Technology sectors, he has previously served as a Consultant in the Financial Services industry, helping top financial institutions navigate digital transformation and adopt new technologies for Credit and Payments. Over the past few years he has been working closely with Credit leaders across multiple industries to help design and build the next-generation of technologies that can support credit, collections, cash applications, and payments. His expertise and innovative vision continue to drive NetNow's success in revolutionizing digital credit solutions.

## MICHAEL PAPANDREA

*Counsel, Lowenstein Sandler*

Michael Papandrea provides counsel to debtors, creditors'

committees, individual creditors, liquidating trustees, and other interested parties with respect to corporate bankruptcy and creditors' rights matters, including bankruptcy-related litigation.

Mike enjoys keeping clients and relevant industry professionals in the loop regarding bankruptcy, insolvency, and creditors' rights issues, regularly writing articles for and speaking to professionals in the credit and risk management space. Mike also takes pride in his commitment to the community and provides pro bono representation to individuals and nonprofit organizations regarding bankruptcy and foreclosure-related matters. Prior to joining the firm, Mike held multiple clerkships in the U.S. Bankruptcy Court; he clerked for the Hon. Jerrold N. Poslusny, Jr. (District of New Jersey), the Hon. Ashely M. Chan (Eastern District of Pennsylvania), and the Hon. Gloria M. Burns (Chief Judge, District of New Jersey). Mike applies the valuable insights learned from working closely and directly with these members of the judiciary to his everyday practice.

## BRIAN SHAPPELL, CBF, CICP

*Director of Content Strategy and Marketing, Emagia*

Brian Shappell, CBF, CICP is Director of Content Strategy and Marketing for Emagia, a leading developer of AI-powered autonomous solutions for Order-To-Cash. During his stint at Emagia, Brian helped launch Gia GPT, the O2C world's first closed-cloud answer to Chat GPT, and the Emagia AI For Finance podcast, which he continues to host.

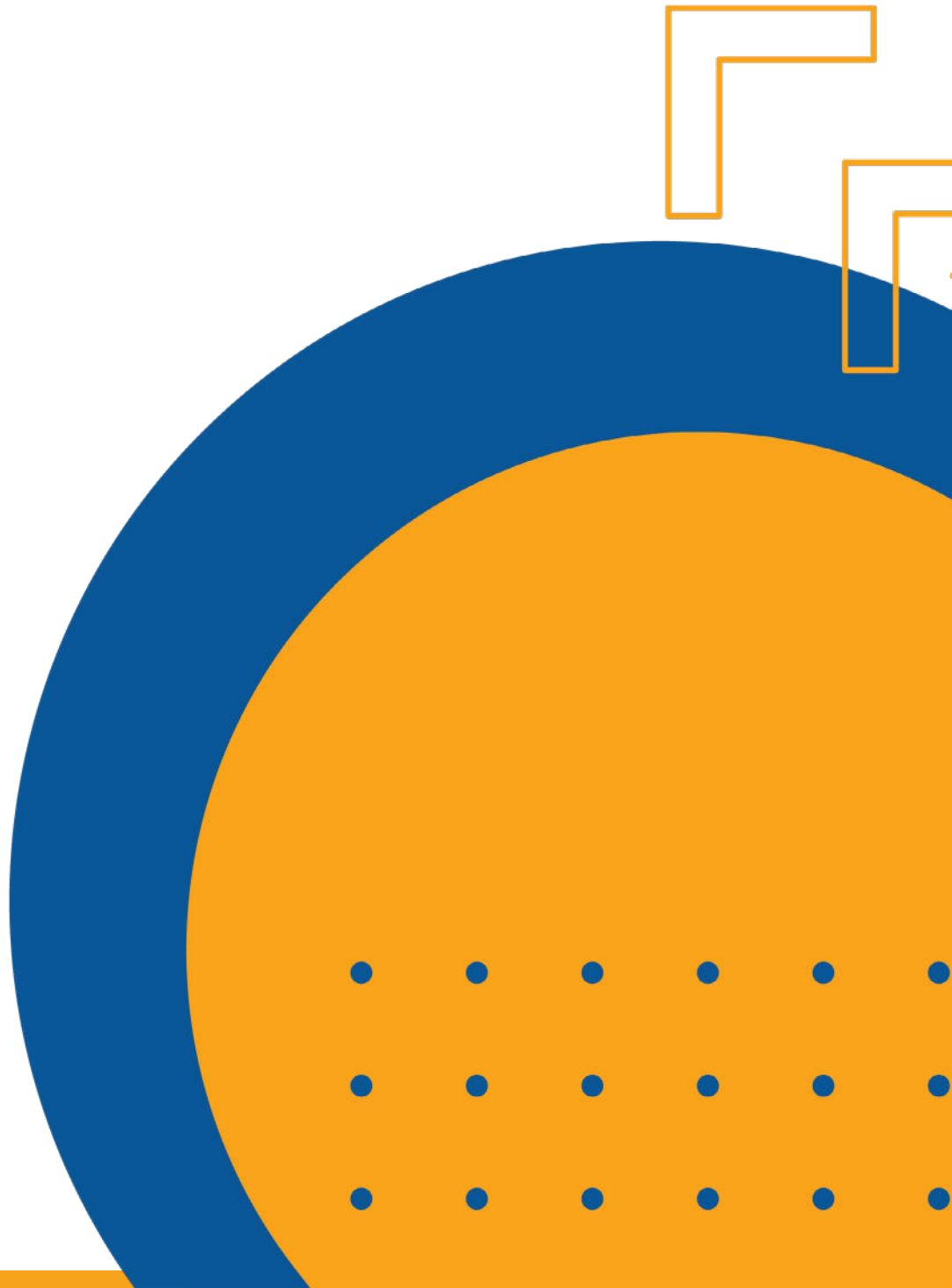
Prior to his Emagia stint, Brian worked as lead researcher, content strategist, and marketer for a firm that monitored and analyzed stocks of high growth companies, typically driven by AI, tech, or the blockchain.

Previously, Brian worked for NACM-National for more than seven years, leading its publications division (Business Credit Magazine, eNews) and lobbying/advocacy division (federal bankruptcy reform). Brian also served as a guest instructor for some modules of the Business Credit Principles and Credit Law classes held at NACM's headquarters in Maryland. Brian graduated with a Bachelor's degree from Rutgers University.

**NOVEMBER 13 2024**



# RECONNECT LIVE BIOGRAPHIES





# RECONNECT LIVE

## **DETROIT'S CONFERENCE CENTER**

Detroit Marriott Troy  
200 W. Big Beaver Road  
Troy, MI 48084

### **Directions from Detroit Wayne County Airport:**

Follow I-94 East from W. G. Rogell Drive. Continue on I-94 to I-75 North, to exit 69 (Big Beaver Road). Continue on Big Beaver Road to the hotel, approximately 1/4 mile on the left.

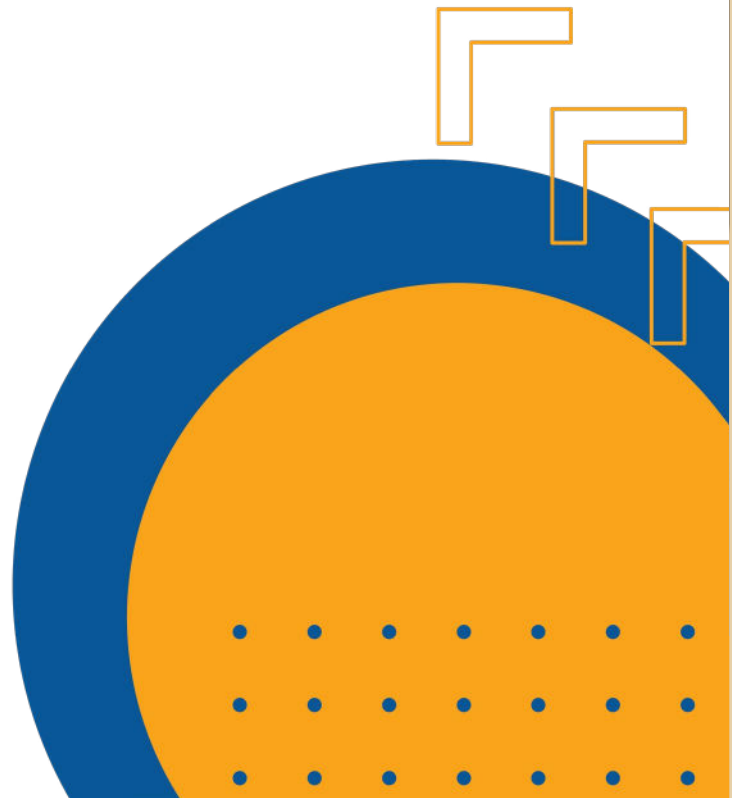
### **Other hotel information:**

On-site parking is complimentary.  
Check in: 3:00 p.m.  
Check out: Noon

## **DETROIT MARRIOTT TROY HOTEL**

200 W. Big Beaver Road  
Troy, MI 48084

*The closest airport is Detroit Metro Wayne County Airport, located 30 miles from the hotel. We recommend you use your directions app for the best possible directions.*







# The Robert L. Vodraska Scholarship Foundation

If you are unable to attend a conference this year but would like to contribute to the Scholarship Foundation, you can donate online at [https://nacmconnect.formstack.com/forms/scholarship\\_donations](https://nacmconnect.formstack.com/forms/scholarship_donations).  
Every dollar counts!

Dear Member:

Since 2009 the Robert L. Vodraska Scholarship Foundation has been assisting credit professionals who are in need of financial aid in their pursuit of continuing education to help further their careers. Since that time, we have gifted nearly \$70,000 in scholarships funded in large part by the generosity of the NACM Connect membership.

The fall conference season has always been a key fundraising period for the Foundation. Several activities take place during each conference that directly impact the amount of resources available for scholarship awards. These activities are low-cost and easy-to-do, and they add up to a substantial sum for our cause. If you are attending a conference this year in St. Louis, Chicago or Detroit, please consider participating in these fundraising efforts. The investment is small but the returns are huge.

We look forward to seeing you at one of our conferences and we thank you for considering to make a donation.

*L. Novak*

[https://nacmconnect.formstack.com/forms/scholarship\\_donations](https://nacmconnect.formstack.com/forms/scholarship_donations)

# Coffee with Connect



## Grab a Cup & Join Us

Come and be a part of something new and exciting! **Coffee with Connect** allows you to meet with other members and participate in collaborative interactive discussions about subjects relevant to you as credit professionals.

**Coffee with Connect** is a benefit of your membership with NACM Connect and will take place on Zoom as a monthly virtual event.

*Each one-hour session will feature a guest facilitator who will lead the discussion.*

## Let's Connect!

We can't wait to welcome you! Stay tuned for registration.

**Be sure to mark your calendars!**  **CONNECT** Driving results

- September 10
- October 8
- November 5
- December 10
- January 7, 2025
- February 4, 2025
- March 4, 2025





# RECONNECT LIVE

## PRODUCTS AND SERVICES

### COMMERCIAL COLLECTION SERVICES

Electronic Claims Placement  
Maximum Dollar Recovery  
Personal Service

### EDUCATION

Workshops and Seminars  
Webinars  
On-Site Training

### INSTITUTE OF CREDIT

Annual Credit Conferences  
Credit 101, Credit 102 and Credit 103  
Professional Designation Programs  
Self-Study and Exam Review Courses

### CREDIT GROUP SERVICES

Industry Credit Groups  
Online Credit References  
SAP Users Group  
International Credit Professionals Group

### PUBLICATIONS, ETC.

Business Credit Magazine  
CreditConnections Newsletter  
Bimonthly e-Newsletter  
Online Member Community - InterConnection

### CREDIT REPORTING SERVICES

Commercial Credit Reports  
Consumer Credit Reports  
International Credit Reports  
Portfolio Risk Analysis

### OTHER SERVICES

Billing Solutions Services  
Cash Flow Solutions  
Check Guarantee Services  
Credit and Deductions Management Software  
Credit Application Processing  
Credit Card Processing  
Credit Insurance  
Credit Risk Management  
Critical Document Management  
Electronic Funds Transfer  
Online Bill Pay  
Online Credit Applications  
Retail Account Monitoring  
UCC and Mechanics Liens Filings  
Sales Tax Management Software



3005 Tollview Drive | Rolling Meadows, IL 60008  
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info@nacmconnect.org | www.nacmconnect.org



**CONNECT**  
*Driving results*

*Detroit* **CREDIT CONFERENCE**





# RECONNECT LIVE

## Detroit Credit Conference NOVEMBER 13, 2024

Registration Deadline | **October 15**

ATTENDEE REGISTRATION

### REGISTRATION INFORMATION

Name \_\_\_\_\_  
(Print your name as you would like it to appear on your name badge. Include Designations.)

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_  
(An email confirmation will be sent to attendees.)

Mobile Number \_\_\_\_\_

Do you accept text messages?  Yes  No

### PAYMENT INFORMATION

Payment must be received prior to October 15.  
Cancellation deadline for a full refund is October 15.  
Cancellations received after October 15, will NOT be refunded.

You may choose a team discount or an early bird registration rate, *only one payment option may be selected.*

### WEDNESDAY, NOVEMBER 13

7:30 – 8:00 a.m.	Registration and Breakfast
8:00 – 8:15 a.m.	<b>WELCOME REMARKS</b> NACM Connect President, Phil Lattanzio, CCE
8:15 – 9:15 a.m.	<i>Keynote Session</i> <b>CONNECT TO WHAT MATTERS</b>
9:45 a.m. – 11:00 a.m.	<ul style="list-style-type: none"> <li>Effective Risk Management Strategies</li> <li>Navigating the Future: Harnessing Artificial Intelligence for Trade Creditors, Benefits and Pitfalls</li> </ul>
11:30 a.m. – 12:30 p.m.	<ul style="list-style-type: none"> <li>Credit Management in the Digital Age</li> <li>Fraud in B2B Commerce, Now Powered by Generative AI</li> </ul>
12:30 – 1:30 p.m.	<b>SALON ABC   ALL CONFERENCE LUNCHEON</b>
1:30 – 2:45 p.m.	<ul style="list-style-type: none"> <li>Recent Decisions and Trends in Bankruptcy Cases and Lessons for Trade Creditors</li> <li>How to Have the Difficult Conversations</li> </ul>
3:15 – 4:30 p.m.	<ul style="list-style-type: none"> <li>Seeing the Future: Using AI to Predict and Act on Future Deductions</li> <li>IV Years of Subchapter V: A Small Business Bankruptcy Retrospective</li> </ul>
4:30 – 5:30 p.m.	<b>RECEPTION AND NETWORKING EVENT</b> <i>Hosted by the Exhibitors   Salon ABC</i>

### REGISTRATION FEE

	BY 10.15	AFTER 10.15	
<input type="checkbox"/> <b>One-Day Registration</b>			
Member	<b>\$299</b>	<b>\$349</b>	\$ _____
Non-Member	<b>\$598</b>	<b>\$698</b>	\$ _____
		Coupons	\$ _____
		<b>Total Cost</b>	\$ _____

#### Team Discount

- ▶ 5 – 9 attendees from the same company receive a 10% registration discount. *One coupon per person is valid.*
- ▶ 10 or more attendees from the same company receive a 20% registration discount. *Two coupons per person are valid.*

**Please Note:** Single attendees may use two coupons for two-day registrations and only one coupon for one-day registrations.

### PAYMENT METHOD

- Please invoice me. Check to be mailed upon receipt of invoice.
- Please invoice me, I will call with a credit card number (1-800-935-6226)  
**or** Register and pay online at [www.nacmconnect.org](http://www.nacmconnect.org)

### REGISTRATION FORM SUBMISSION

Email to:  
[registration@nacmconnect.org](mailto:registration@nacmconnect.org)

Mail to:  
NACM Connect Headquarters  
3005 Tollview Drive  
Rolling Meadows, IL 60008

**REGISTER ONLINE AT [WWW.NACMCONNECT.ORG](http://WWW.NACMCONNECT.ORG)**