

PRELIMINARY SCHEDULE OF EVENTS

☼ Listings with this symbol denote optional events that require an additional fee. Please refer to the Credit Congress Fee Schedule Overview on page 47 for costs or visit <http://creditcongress.nacm.org>.

SATURDAY, JUNE 9

- 8:00am–5:00pm Registration
- 8:30am–5:00pm 27001–27005. Business Credit Principles Certificate Course ☼
- 27011–27015. Financial Statement Analysis 2 Certificate Course ☼
- 8:45am–4:00pm NACM Board of Directors Meeting

SUNDAY, JUNE 10

- 6:30am–2:00pm NACM Scholarship Foundation Golf Outing ☼
- 7:30am–4:00pm Registration
- 7:30am–12:45pm CCE Exam Review ☼
- 8:00–11:00am CBA & CBF Exam Reviews ☼
- 8:30am–4:00pm 27001–27005. Business Credit Principles Certificate Course ☼
- 27011–27015. Financial Statement Analysis 2 Certificate Course ☼
- 1:00–4:00pm CBA & CBF Designation Exams (pre-approval required)
- 1:00–5:00pm CCE Designation Exam (pre-approval required)
- 1:30–3:00pm An Introduction to the NACM Certification Program
- 3:00–3:45pm First-Time Attendee Welcome Gathering
- 4:00–6:00pm Expo Grand Opening and Reception

MONDAY, JUNE 11

- 7:30am–5:00pm Registration
- 8:30–10:45am Opening General Session & Business Meeting
- 10:45am–2:00pm Expo Hall Open
- Noon–1:15pm Luncheon in the Expo Hall
- 1:00–5:00pm 27001–27005. Business Credit Principles Certificate Course ☼
- 27011–27015. Financial Statement Analysis 2 Certificate Course ☼
- 2:00–3:15pm **CONCURRENT EDUCATIONAL SESSIONS**
27020. Technology Solutions to Credit Management Challenges - Part 1 of 2
27021. Navigating Lien and Trust Fund Rights When a Party in the Construction Supply Chain Files Bankruptcy
27022. Analyzing the Psychological Dance Between the Credit Manager and the Debtor
27023. Keys to Maximizing Your Effectiveness!

27024. How the CMI Made Credit Managers Famous

27025. Conflict Resolution—Breaking Down Communication Silos

27026. Antitrust Hot Topics: Ongoing Lawsuits, “Meeting Competition” International Forums and Guidelines

27027. Ethics Training for Today’s Credit Professional

3:45–5:00pm

CONCURRENT EDUCATIONAL SESSIONS

27030. Technology Solutions to Credit Management Challenges - Part 2 of 2

27031. Becoming an Effective Communicator

27032. Successfully Navigating, Negotiating and Resolving Account Disputes

27033. Keys to Building Great Workplaces!

27034. A Global Risk Tour

27035. Executive Exchange: Performance Metrics

27036. Collection Strategies After a Natural Disaster

27037. Cash, Credit and Collection Management: The Life Blood of the Business

5:00–6:30pm

Beer & Browse Reception and Silent Auction

TUESDAY, JUNE 12

- 7:30am–5:00pm Registration
- 8:30am–5:00pm 27001–27005. Business Credit Principles Certificate Course ☼
- 27011–27015. Financial Statement Analysis 2 Certificate Course ☼
- 9:00–10:30am **CONCURRENT EDUCATIONAL SESSIONS**
27040. Diving into Predictive Markers for Corporate Failures
27041. Show Up & Stand Out: Three Ways to Increase Your Personal Presence
27042. Advanced Collection Tools
27043. Practical Issues Concerning Credit Card Surcharge Rules and a Discussion About the Legalities Surrounding These Surcharges
27044. Servant Leadership
27045. Commercial Credit Trends Outlook
27046. Yes! You Can Do That!
27047. National Trade Credit Report 101
27048. The Thief in Your Company

10:30am–2:00pm Expo Hall Open

11:45am–1:45pm CFDD Luncheon 🌟

Noon–1:15pm Luncheon in the Expo Hall

2:00–5:00pm **CONCURRENT EDUCATIONAL SESSIONS**

27050. Global Hotspots: How to Do Business in Challenging Countries

27051. 10 Take-Aways of Conscious Leadership Principles

27052. Financial Statement Analysis: Interpreting the Numbers Correctly

27053. Executive Exchange: Building & Construction

27054. A Cautionary Tale of the 4 Cs of Credit in the Age of Electronic Transactions and Social Media—The 4 Cs: Credit, Contracts, Collections and Connected

27055. The Thief in Your Company

27056. Unclaimed Property vs Your Credit Department: Developing Winning Strategies

27057. Don't Shoot the Messenger

WEDNESDAY, JUNE 13

7:30am–4:00pm Registration

8:30–10:00am **CONCURRENT EDUCATIONAL SESSIONS**

27060. Secured Transactions in Mexico: Strategies for Trade Creditors

27061. How to Determine an Appropriate Credit Limit Without Financials

27062. Millennials Got You Down?

27063. Why Credit?

27064. The Retail Tsunami: A Perspective on Recent Retail Chapter 11 Cases

27065. BAMBI VS. GODZILLA! How to Deal with Difficult People

27066. When Fraud Happens, What Next?

27067. 3 Ways Artificial Intelligence and Machine Learning Will Transform Modern Credit Management

8:30am–5:00pm 27001–27005. Business Credit Principles Certificate Course 🌟

27011–27015. Financial Statement Analysis 2 Certificate Course 🌟

10:30am–Noon **CONCURRENT EDUCATIONAL SESSIONS**

27070. How to Read International Financial Statements

27071. Dealing with Customers' Terms Pushback

27072. Millennials Got You Down?

27073. The Uniform Electronic Transactions Act UETA

27074. How to Determine an Appropriate Credit Limit Without Financials

27075. The Psychology of Success: Secrets the Superstars Know

27076. Creating an Advantageous Partnership for Both Credit and Sales

27077. Demystifying Chapter 15 of the Bankruptcy Code and Recent Cross-Border Insolvency Developments

Noon–1:15pm Leadership Luncheon (by invitation only)

2:00–3:00pm **CONCURRENT EDUCATIONAL SESSIONS**

27080. Using Derivatives

27081. Advanced Chapter 11 Practice: Strategies for Minimizing Losses and Maximizing Recoveries in a Customer Bankruptcy

27082. Generation What?! (Generations in the Workplace)

27083. Excel: Tips and Tricks

27084. How to Stay Out of the Audit Bullseye

27085. Why Are Women So Strange and Men So Weird? How to Communicate Effectively with the Opposite Sex

27086. Cutting-Edge Issues in Credit

27087. The Life Cycle of a Creditor's Payment Claim

3:30–4:30pm **CONCURRENT EDUCATIONAL SESSIONS**

27090. Communicating Across Cultures

27091. The U.S. Path to Faster Payments

27092. Generation What?! (Generations in the Workplace)


27093. It's in the Fine Print! Learn the Latest in Credit Terms and Conditions

27094. Reducing Risk and Avoiding Legal Costs Through Confessions of Judgment, Payment Plans and Settlement Agreements

27095. Are We Having Fun Yet?

27096. Use of Deep Learning in Credit Scoring

27097. Excel: Tips and Tricks

6:00–10:00pm Closing Night Party
Band sponsored by United TranzActions. 

Must be a registered delegate of the 2018 Credit Congress to attend/participate in any conference event, optional activity, networking function or session.

Dates and times are subject to change. Please refer to the NACM website for updates.