

2024 CREDIT CONGRESS SCHEDULE OF EVENTS



SATURDAY, JUNE 8

- 8:00am–5:00pm Registration
- 8:30am–5:00pm **33001.** Business Credit Principles Certificate Course *
- 33002.** Financial Statement Analysis 2 Certificate Course *
- 8:45am–4:00pm NACM Board of Directors Meeting

SUNDAY, JUNE 9

- 7:30am–4:00pm Registration
- 7:30am–12:45pm **33003.** CCE Exam Review *
- 8:00–11:00am **33004.** CBF Exam Review *
- 33005.** CBA Exam Review *
- 8:30am–4:00pm **33001.** Business Credit Principles Certificate Course *
- 33002.** Financial Statement Analysis 2 Certificate Course *
- 10:00am–2:00pm CFDD Board of Directors Meeting
- 1:00–4:00pm CBA & CBF Designation Exams (preapproval required)
- 1:00–5:00pm CCE Designation Exam (preapproval required)
- 1:30–3:00pm **33006.** An Introduction to the NACM Certification Program
- 3:00–3:45pm **33007.** First-time Attendee Welcome Gathering
- 4:00–6:00pm Expo Grand Opening & Reception

MONDAY, JUNE 10

- 7:30am–5:00pm Registration
- 9:00–11:00am Opening General Session and Business Meeting
- 11:00am–2:00pm Expo Hall Open
- 11:30am–1:50pm Solutions Hub in the Expo Hall
- Noon–1:15pm Luncheon in the Expo Hall
- 1:00–5:00pm **33001.** Business Credit Principles Certificate Course *
- 33002.** Financial Statement Analysis 2 Certificate Course *
- 2:00–3:15pm **CONCURRENT EDUCATIONAL SESSIONS**
- 33010.** Discover the Five Practices of Exemplary Leadership
- 33011.** Getting Paid (and Holding onto Your Money!) When Your Customer Is Insolvent or Bankrupt
- 33012.** Succession Planning—Am I Prepared?
- 33013.** Doing Business in China
- 33014.** An Economic Update: What's Next?
- 33015.** Legal Remedies for Delinquent Customers
- 33016.** Significance of Cash Generation
- 33017.** Building and Sustaining Your Own Personal Board of Directors



* Listings with this symbol denote sessions or optional events that require an additional fee and preregistration. Please refer to the complete fee schedule at creditcongress.nacm.org for details.

Browse the more than 60 compelling educational sessions and start building your agenda today. Our selection of sessions offers credit essentials to more thought-provoking, cutting-edge subjects. Session descriptions are online for your convenience at creditcongress.nacm.org.

3:45–5:00pm **CONCURRENT EDUCATIONAL SESSIONS**

33020. Death at the Podium: How to Control and Overcome Your Fear of Public Speaking

33021. Shielding Your Bottom Line: Mastering Risk Transfer in Construction Documents

33022. Providing Feedback and Navigating Difficult Conversations

33023. Global Hot Spots 2024

33024. Excel-lence: Spreadsheet Tips Beyond the Numbers

33025. Heroes and Horrors: Triumphs and Tragedies Unveiled (Navigating Credit Through the Eyes of the Court)

33026. National Trade Credit Report (NTRC) Featured Reports and Website Updates

5:00–6:30pm Beer & Browse Reception and Silent Auction

TUESDAY, JUNE 11

7:30–8:45am FCIB Breakfast

7:30am–5:00pm Registration

8:30am–5:00pm **33001.** Business Credit Principles Certificate Course *

33002. Financial Statement Analysis 2 Certificate Course *

9:00–10:30am **CONCURRENT EDUCATIONAL SESSIONS**

33030. You Deserve an Upgrade: Leadership Wellness

33031. Litigation Tactics: Navigating the Labyrinth of Lien and Bond Claim Suits

33032. Building a Recruiting Framework to Hire and Retain Talent

33033. How to Anticipate and Navigate Sanctions

33034. Minimizing Supply Chain Fraud

33035. Hot Chapter 11 Issues Impacting Trade Creditors

33036. Winning the Collection Argument

33037. What a Credit Manager Should Know About Concentration Risk

10:30am–1:30pm Expo Hall Open

11:00am–1:20pm Solutions Hub in the Expo Hall

Noon–1:15pm Luncheon in the Expo Hall

2:00–3:15pm **CONCURRENT EDUCATIONAL SESSIONS**

33040. Credit Policy "Boot Camp": Critical Information Every Credit Policy Should Contain - Part 1

33041. Building and Construction Executive Exchange - Part 1

33042. Diverse Teams: Success Through Inclusion

33043. Global Currency Issues: Where They Are and Why

33045. AI—Your New Credit Ally: Unlocking the Potential and Understanding the Risks of AI in Credit

33046. Credit Operations and the Next Gen Credit Department

33047. Supervisor Essentials

3:45–5:00pm **CONCURRENT EDUCATIONAL SESSIONS**

33050. Credit Policy "Boot Camp": Creating a Credit Policy from Scratch - Part 2

33051. Building and Construction Executive Exchange - Part 2

33052. Relationships from Handshakes to ROI

33053. When Opportunity Knocks: Navigating Extended Terms in a Global Economy

33054. Unlocking Revenue Excellence: Navigating Invoice Disputes, Trade Promotions, and Deductions with Automation and AI

33055. Credit Applications: Goldilocks (Too much, Too little, Just Right)

33056. Credit Operations and the Next Gen Credit Department

WEDNESDAY, JUNE 12

7:30am–4:00pm Registration

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

33060. Here Comes the Judge: Turn White Paper into Green

33061. Territorial Triumphs: Defining Responsibilities in Construction Credit

33062. Successfully Onboarding New Employees

33063. Managing Country Risk: How to Mitigate Risk in a Volatile Environment

33064. Building Financial Resilience Through AR Automation and Intelligence

33065. We're Not Done Here Yet! (Bankruptcy Skills)

33066. Listen Up: A Guide for Navigating the Soundwaves

33067. Vendor Verification: Mitigating Risk, Maximizing Returns

8:30am–5:00pm **33001.** Business Credit Principles Certificate Course *

33002. Financial Statement Analysis 2 Certificate Course *

10:30am–12:00pm **CONCURRENT EDUCATIONAL SESSIONS**

33070. Performance Conversations: An Alternative to the Dreaded Annual Review

33071. Lien, Learn, Prosper: Benefits and Risks of Mechanic's Liens

33072. Vendor Verification: Mitigating Risk, Maximizing Returns

33073. The Credit and Compliance Team Partnership: A Game Plan for Success

33074. New Ways of Accessing Customers' Financial Solvency

33075. Analyzing Financial Statements

33076. Strategic Thinking: Aligning Actions with Business Goals

33077. Lessons Learned from Our Recent Cyberattack



12:00–2:00pm CFDD Luncheon *

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

33080. Best Practices Roundtable Discussion - Part 1

33081. Building Credit Policies: Small, Medium and Large Departments Unite

33082. Masterclass in Excel: The Next Level

33083. Export Letters of Credit: Best Practices to Ensure Payment

33084. Transitioning Ourselves into Order to Cash Professionals

33085. Harnessing Nontraditional Credit Data to Eliminate the Blind Side of Credit Management

33086. Customer Success Mindset

33087. Run, Hide, Survive

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

33090. Best Practices Roundtable Discussion - Part 2

33091. Sealing the Deal: Navigating Mergers, Acquisitions and Asset Sales

33092. Masterclass in Excel: The Next Level

33093. Global Executive Exchange

33094. Creativity for Credit

33095. Play Your Cards Right: Escheatment Case Studies for Credit Professionals

33096. Level Up Your Career

33097. Run, Hide, Survive

6:00–10:00pm Closing Night Event: Let's Glow!

You must be a registered delegate of the 2024 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.