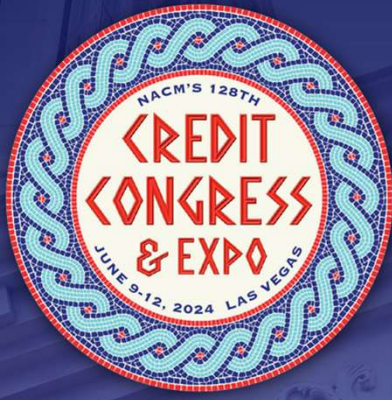


## Territorial Triumphs: Defining Responsibilities in Construction Credit



**Moderator** – Chris Ring

**Panelists** – Eve Sahnaw, CCE

Adam Aune

## Introduction:

**Construction Credit Has Been Deemed to be the Hardest Form of Business to Business Credit**



What things should be considered when establishing territories:

Eve: Geography - Knowledge and comfort with geography and statutes

Adam: Tasks - Waivers, Cash App, Credit Reports (cross training)?

Eve: Workspace - Work from Home vs. in Office (positives and negatives)

Adam: Customer Visits - In the field vs. virtual (how determined)

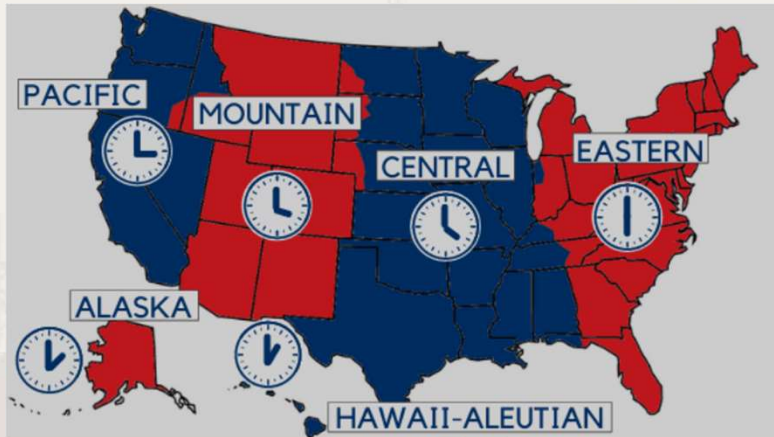


## **Audience participation time!**

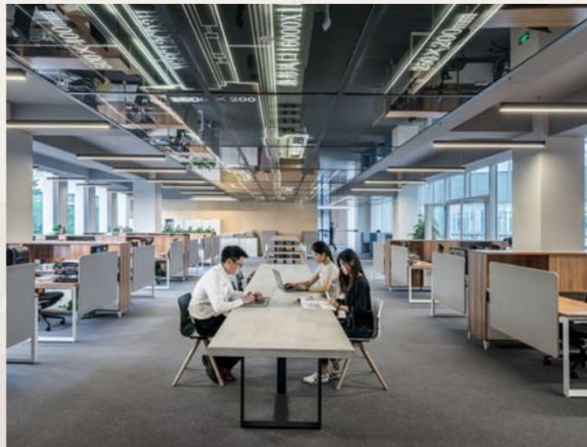
What other items have audience members divided in to territories:



## Managing staff for different time zones



Do managers occupy different space than staff? Benefits? Downsides?



Does the workspace have offices and cubicles or open workspace?  
Benefits? Downsides?



Question and Answer Time!

