

Sealing the Deal: Navigating Mergers, Acquisitions and Asset Sales



Moderator – Chris Ring

Panelists – Carl Davidson

Mary Moore, CBA

Stories of Mergers and Acquisition by Carl and Mary



Being prepared for a potential or actual M&A – Carl

- NACM Certification Programs
- Industry Groups
- Stay connected: Credit Congress, Affiliate Conferences, Webinars
- Stay Current: Business Credit Magazine, eNews, Extra Credit Podcast
- Keep your resume up to date



When a M&A happens, Cultures Merge – Mary

Credit Policy	Finance Charges
Sales Commissions	Bad Debt Reserve Calculations
Write Offs/Collections	Preliminary Notices
Joint Checks	UCC's
I.T. Security Levels	Software Complaints
Collections: Sales vs. Credit	Credit/Sales Meetings

When Your Company Has Been Acquired – Carl

- ✓ Don't Panic
- ✓ Stay Focused on The Job
- ✓ Research the Acquiring Company
- ✓ Be Prepared

Customers, Contracts and Memberships – Mary

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|----------------------------|-------------------------------|
| Empathy for the customer | Company Name Changes |
| Mutual Customers | Merging Systems |
| Credit Card Chargebacks | Dealing with change |
| Customer Letters | Memberships and Credit Groups |
| Professional Organizations | Collection Agencies/Attorneys |
| FEIN and Credit Apps | |

Question and Answer Time!



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