

# Annual Meeting Registration Form

**Annual Meeting Giveaway!**  
 Don't miss the chance to win a free registration to NACM Connect Social Events and other exciting giveaways!

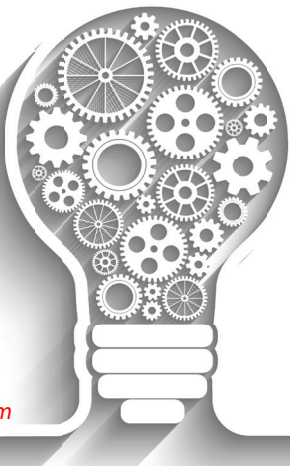
*I would like to attend:*

- Educational Sessions**  
 \$199 members, \$398 non-members  
*(Two coupons per person are valid).*
- Networking Event** (Includes Open Bar)  
 Free to all members

*Meeting Location*

**Orlando's Conference & Banquet Center**  
 2050 Dorsett Village Plaza, Maryland Heights, MO 63043

Register online at: [www.nacmconnect.org/AnnualMeetingRegistration.htm](http://www.nacmconnect.org/AnnualMeetingRegistration.htm)



Name \_\_\_\_\_  
(Please print your name as you would like it to appear on your name badge.)

Designation(s) \_\_\_\_\_

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

Address \_\_\_\_\_

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

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

Mobile Phone \_\_\_\_\_ Do you accept text messaging?  Yes  No

Email \_\_\_\_\_

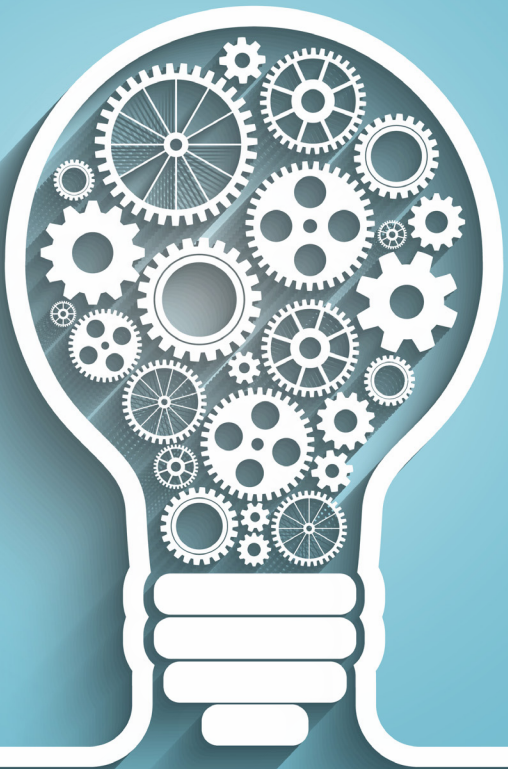
- I am using \_\_\_\_\_ coupon(s) for this event.
- Check**—Payable to NACM Connect and mail to: 3005 Tollview Drive, Rolling Meadows, IL 60008
- Credit Card**—Pay by phone upon receipt of invoice: 1-800-935-6226.
- Please invoice me.**

**All payments must be received one week prior to the meeting. Email this form to [registration@nacmconnect.org](mailto:registration@nacmconnect.org) or fax to 847.253.6241. You will be invoiced shortly.**

*Cancellation Policy: Cancellations must be received in writing, via fax, email or mail no later than one week prior to the meeting date to qualify for a full refund. Cancellations received later than one week prior to the meeting date DO NOT qualify for a refund of registration fees. Sorry, phone cancellations cannot be honored. If you have any questions, please email [info@nacmconnect.org](mailto:info@nacmconnect.org).*

## Our Sponsors

**Connect.  
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 2016**



# NACM Gateway Region Annual Meeting

**April 7**  
**Orlando's Conference Center**  
**Maryland Heights, MO**



# Connect · Collaborate · Innovate 2016



## Meeting Agenda and Educational Sessions

**9 – 9:30 a.m. Registration**

**9:30 – 10:30 a.m. Detecting Fraud Using Forensic Accounting**

**Speaker: Linda Niffenegger, Credit Analyst, Anchor Packaging**

Companies are looking to forensic accountants to assist with the detection of fraud and plans to minimize risk. Along with cyber security, this is particularly important for companies engaged in e-commerce. Technology can be used for both fraud creation and fraud detection. In this session you will hear about what you can do to protect your sensitive data and minimize fraud, how forensic accounting can aid the credit department, and tools forensic accountants use to detect fraud.

**10:30 – 10:45 a.m. Break**

**10:45 – 11:45 a.m. How to Make a Successful Credit Decision Based on Limited Credit Information**

**Speaker: Kevin Stinner, CCE, Credit Manager, Crop Production Services**

Have you ever had a credit application that was barely filled out, or a customer's financial statement that was written on a napkin? This session will review how to make good credit decisions when customer credit information is restricted or limited. It will review how to gather information, use tools that are readily available to you and to make good quality decisions using the 5 C's of credit.

This session will review how to use free tools to research customers, use little known information in reports including D&B, NACM reports, etc., and how to get information out of customers that they would not normally provide a trade creditor. This will utilize lecture, Q&A and small group activity to teach and to discover ways to better review a customer with limited or no information.

**11:45 a.m. – 1 p.m. Annual Meeting Luncheon**

**1 – 2 p.m. Spotting and Reacting to the Warning Signs of a Financially Distressed Customer:  
Dodging the Bankruptcy Bullet**

**Speaker: Bruce Nathan, Esq., Partner, Lowenstein Sandler LLP**

Credit executives dread dealing with a financially distressed customer at risk of bankruptcy sometime in the future and struggle over when they should be acting to reduce their exposure. This is particularly the case now when significant sectors of the U.S. economy, such as the oil, gas, mining and steel industries, as well as retail and health care, are in trouble and at risk of an explosion in bankruptcy filings. The speaker will discuss the early warning signs hovering over a company at risk of a future bankruptcy filing and how a credit executive can dodge a huge loss by quickly identifying and reacting to these warning signs as they accumulate and point toward the inevitable customer bust.

**2 – 2:15 p.m. Break**

**2:15 – 3:15 p.m. Keynote Presentation - Economic Update**

**Keynote Speaker: Chris Kuehl, Armada Corporate Intelligence**

The economic climate has many people on edge with volatility in the markets, several business sectors struggling to stay afloat, the slowdown in China and the ever-present threat of global terrorism. Back by popular demand, Chris Kuehl will share with us his views on these topics and more and their potential impact on the economy for the United States and the world.

**3:15 – 5 p.m. Business Meeting and Networking Event (hors d'oeuvres and open bar)**

**CEU points and CCE recertification points are available for all educational sessions.**

