

## Case Study Meeting

Learning by example is one of the best and most interesting ways to help you plan and increase your knowledge. Our Case Study session is designed to do just that.

This is a first of its kind meeting designed specifically for the factoring industry. This meeting will be held June 13<sup>th</sup> & 14<sup>th</sup>, 2005 at the Monte Carlo Hotel in Las Vegas, Nevada.

This meeting will be broken down into two components, each component is designed to meet your needs for your organization. This is not a lecture or training course. This is a opportunity to discuss your issues with other executives.

The first component of our meeting will be case studies. Each attendee is required to submit an 'interesting' client scenario that they have dealt with. The case should be one that was out of the ordinary from your typical factoring client. It should highlight any one of a number of areas that would be interesting to discuss, which may include:

- Fraud problems
- Client selection scenarios
- Legal concerns
- Monitoring issues
- Credit Limit justification

The case should be interesting, but does not have to be one with an unhappy ending. The case should be one that you learned something from which in turn will be interesting for the other attendees. Each of these cases will be discussed in depth by the group in the hopes of determining:

- What went wrong and/or right
- What should / should not have been done
- What was learned from this case
- How to handle this type of situation in the future

The second component of our meeting will concentrate on networking. Breakfast and lunches will be held together to give you a chance to network with the other attendees. Dinner at Andre's on Monday evening will also be included. Andre's is one of the top rated restaurants in Las Vegas.

We suggest registering early. The total number of attendees will be limited to fifty people.

The Monte Carlo is a deluxe resort and casino featuring the elegance of Monaco combined with the excitement of Las Vegas. A special fee of \$75 per night has been negotiated for the meeting. A discounted rate is available for those who are planning on staying in Las Vegas over the weekend. Hotel reservations can be made by contacting the Monte Carlo at 888-529-4828 and requesting the XFACTJ1 rate.

United Airlines is the official airline of the IFA. If you or your travel agent call United's toll-free number (1-800-521-4041) to book your reservations, you will receive a 5% discount off the lowest applicable discount fare, including First Class or a 10% discount off full fare unrestricted coach fares, purchased 7 days in advance. An additional 5% discount will apply when tickets are purchased at least 30 days in advance of your travel date. Discounts also apply on Shuttle by United and United Express. Make sure you refer to Meeting ID Number 5290M.

You may register for the seminar by contacting the IFA at 800-563-1895. You may also register on-line via the IFA web site at [www.factoring.org](http://www.factoring.org)

**Moderators:**

Our moderators will be:

Ron Winicour - President - Gibraltar Financial Corporation

Ron Winicour is President and CEO of Gibraltar Financial Corporation. In 1991, Ron and his partner purchased the stock of Gibraltar Financial and have since grown the business at a 20% annualized growth rate. Gibraltar is now enjoying its 50th year in business.

Mike Ullman, Esq. - Attorney - Ullman, Ullman & Vazquez

Mike Ullman is a principal of and shareholder in Ullman & Ullman, P.A. Mr. Ullman graduated from Nova University Magna Cum Laude. He has been actively practicing in the areas of factoring and asset-based lending for over 20 years. Mr. Ullman is a member of the Florida and American Bar Associations as well as the Bankruptcy Bar Association for the Southern District of Florida.



Case Study Meeting  
 June 13 & 14, 2005  
 Monte Carlo Resort and Casino  
 3750 Las Vegas Blvd.  
 Las Vegas, Nevada



Names: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_  
 Job Function: \_\_\_\_\_  
 Time in the Factoring Industry: \_\_\_\_\_ Time in position: \_\_\_\_\_

**HOTEL INFORMATION**  
 Monte Carlo Resort and Casino  
 Reservations must be made through the Hotel by calling 888-529-4828  
 Request the XFACTJ1 group rate  
 Room Rate \$75

**REGISTRATION FEE:**  
 \$995 IFA Members  
 \$1045 Non-IFA Members  
 (Includes Continual Breakfast, Lunch and Breaks, Dinner)  
 No refunds will be given for cancellations after May 13<sup>th</sup>.

Payment Information:

Charge to my:       Visa       MasterCard       American Express

Card No: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Or:     Check Enclosed                       Bill Me

Return to:  
 International Factoring Association  
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 Pismo Beach, CA 93449  
 800-563-1895  
 Fax: 805-773-0021