

# Construction Credit Best Practices – The Secret Sauce to Mitigating Risk & Enhancing Cashflow



**Date:** September 30, 2021  
**Time:** 8:30 – 9:30 a.m. PT  
10:30 – 11:30 a.m. CST  
11:30 a.m. – 12:30 p.m. EST

**Price:** Members - \$39; Nonmembers - \$69

**Location:** Webinar - Online

## Description:

Things are moving fast in the world of Construction Credit, the building materials industry is booming. Material prices are at record highs, supply chain disruption has become the “new normal” and skilled labor is scarce, yet demand for residential housing is off the charts! With this boom comes an increased demand for credit - taking our financial exposure and account receivable balances to new heights - and elevating the need for best-in-class credit leadership and industry best practices.

Join NACM and Jen Martin for a course in the tried-and-true basics that produce excellence in credit extension and accounts receivable management. Learn the beauty and simplicity of the Top 10 Credit Best Practices and how you can tailor to a wide variety of business environments and product offerings. Consistent application of our Construction Credit Best Practices will put you in the best position to get paid, on-time and in full – they truly are the secret sauce to mitigating risk and enhancing cashflow.

## Live & Interactive Online Session

### Bio: Jen Martin, Senior Director of Credit & Accounts Receivable for Kodiak Building Partners



With over 25 years’ experience in the building materials industry, Jen Martin is focused on promoting robust process and credit best practices that produce measurable results and excellence in cashflow management. A strong advocate of the “credit is an extension of sales” philosophy allows her to create value and lasting relationships with sub-contractors, GCs, vendors, and suppliers alike.

Jen began her career in project administration, working on local construction sites with general contractors, Etkin Skanska and Neenan Archistruction, before settling in the credit & collection field. After graduating with honors and a degree in business management from Regis University, she advanced thru national leadership positions with Lafarge Holcim and the Roofing Supply Group; including roles in sales leadership and order to cash optimization, these experiences helped hone her focus on relationships, customer needs and the importance of cashflow.

Jen currently serves as Senior Director of Credit & Accounts Receivable for Kodiak Building Partners, charting a new path to receivable & collection excellence by empowering local credit professionals to excel at credit best practices while keeping decision making close to the customer.

### For Questions Contact:

Shawna Kelly at 971.230.1202 or [skelly@nacmcs.org](mailto:skelly@nacmcs.org).