



INTRODUCTION TO CREDIT AND COLLECTIONS

Date: October 6, 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

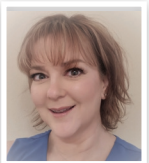
Description:

Every day, credit professionals are challenged to handle sensitive financial situations for businesses. They are trusted to analyze and to make an educated judgment about how to extend credit to other companies. This is a big job. It can make drastic impacts on a company; that is, drastically good, or drastically bad. As a Credit professional, just reflect on the decisions that have recently crossed your desk. Do you have all the skills you need to make these decisions? Join us for this session as we look at the various topics every Credit Manager should know.

Topics covered include:

- History of credit and evolution of credit law
- Credit Policy—Protection for your company and a map to success
- Credit Applications—A great investigative tool and creating the contract
- Credit Investigations
 - » Where to get the information
 - » Tools to help you make great credit decisions
 - » Evaluation and analysis for fact-based decisions
- Collection calls—What really works
 - » Essential communication tools
 - » Guidelines for effective collection calls
 - » Typical customer reactions
 - » Collection policy and procedures

Live & Interactive Online Session



Aimee Woodring is currently the Market Credit Manager for Ferguson Enterprises, Waterworks Division for Colorado/Wyoming. Aimee has been with Ferguson Enterprises for 5-years and in the construction credit industry for 25-years. Prior to working at Ferguson Enterprises, Aimee worked for a large multi-national tool fastening and material handling group.

Aimee holds an NACM accreditation as a Certified Credit Executive (CCE) and is a founding member of the Oklahoma Chapter CFDD. She lives in Jenks, Oklahoma, with her husband of 27-years & three children.

For Questions contact:

Shawna Kelly at 971.230.1202 or skelly@nacmcs.org.



[Register Here](#)



Please note: Cancellations will be accepted for full refund no later than five working days prior to event—substitute attendees accepted up to day of event.