



july superdays

July Super Days July 21 & 22, 2015

DETAILS:

- Lunch begins at 11:30am
- Lunch is \$15 per person; \$18 for walk-ins
- Not a member of a group? Contact Phaedra Vaughner for information on joining: pvaughner@nacmgs.org

Group Meetings

July 21

- 10:30am: Contractors Supply
- 12:30pm: Building Materials Suppliers
Electrical Supply

July 22

- 12:30pm: President's Circle
Oilfield Service & Supply



Hone Your Skills

NACM Gulf States
Houston Conference Center
10887 S. Wilcrest Drive
Houston, TX 77099

For more information or
to register, please call:

281-228-6100
or register online
TODAY!

Cancellations received 72 hours prior to group meetings and Super Days luncheons will be honored. Cancellations not received in the stated timeframes and no-shows will be billed. Qualified substitutions are welcome. Written email or fax verification will be issued by NACM Gulf States.

inside *Preview*

- 2 Groups Meeting Calendar
- 3 New Members and Olympians
- 3 CMI June Report
- 4 Q1 Ends up in Recession After All
- 5 A Nine-Step Checklist to Help You Create an Unclaimed Property Policy
- 6 NACM: My Humble Beginnings

- 7 What's Coming Up in Professional Education?
- 9 Just Around the Corner—Houston
- 10 Upcoming Certification Classes
- 10 2015 Super Days
- 11 NACM Gulf States 2015 Annual Meeting & Awards Luncheon
- 13 July Calendar

- 13 Why NACM?
- 14 August Calendar
- 14 Tip of the Month

NACMLouisiana
2, 4 Groups Calendar—July

NACM Gulf States

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Phone/Fax

Business Offices	281-228-6100/6122
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Adjustment Bureau	281-228-6100/6122
Industry Credit Groups	281-228-6100/6123
Collections	281-228-6100/6122
Credit Reporting	281-228-6100/6120
Sales	281-228-6100/6151

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Chair Emeritus

Don Burrell, CCE 281-285-1963
Schlumberger Technology Corporation

Corporate Counsel

Carl Doré Jr., Esq. 281-829-1555
Doré Law Group

2015 National Group Meetings

Aug 13-14	National Wholesale Nursery Group Dallas, TX	8:30am-5:00pm
Oct 11-13	TRMG Fall 2015 Meeting The Mining Exchange - Colorado Springs, CO	8:30am-5:00pm

Regional Group Meetings

Jul 23-24	Texas Statewide Construction Credit Group Hotel Contessa, 306 Market St - San Antonio, TX	8:30am-5:00pm
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Local Group Meetings for July

Jul 7	Hotel Restaurant & Institutional Supply Group Teleconference	11:30am-12:30pm
Jul 9	Baton Rouge Building/Industrial Suppliers Drusilla's Restaurant - Baton Rouge, LA	12:00-1:30pm
Jul 15	New Orleans Building/Industrial Suppliers II Tony's Restaurant - New Orleans, LA	12:00-1:30pm
Jul 16	Steel & Metal Supply Group The Spaghetti Western Café - Houston, TX	11:30am-1:00pm
Jul 16	New Orleans Electrical Group Drago's Restaurant - Metairie, LA	12:00-1:30pm
Jul 21	Louisiana Institutional Food Group S & W Wholesale - Hammond, LA	11:30am-1:00pm
Jul 21	Contractors Supply Group NACM Conference Center - Houston, TX	10:30-11:30am
Jul 21	Building Materials Group NACM Conference Center - Houston, TX	12:30-1:30pm
Jul 21	Electrical Supply Group NACM Conference Center - Houston, TX	12:30-1:30pm
Jul 22	Oilfield Service & Supply Group NACM Conference Center - Houston, TX	12:30-1:30pm
Jul 22	President's Circle NACM Conference Center - Houston, TX	12:30-1:30pm



Build certification roadmap points, participate in the Credit Managers' Index! Need a reminder? Sign up to receive an alert email, sent when the survey opens each month.

Coverage of the CMI has appeared in: *Wall Street Journal*, *Business Week*, *LA Times*

Next chance to participate is **July 20-24**. Visit the [CMI survey page](#) any time during these dates to help bring awareness to the credit profession.



Your Business Credit Trade Association dedicated to improving the performance of today's business credit community.

Directory

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Houston, TX 77272-1348
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Vice President of Finance & Administration,
Bernard Forde 1450

Administration
President, Kathleen Quill, CAE, CBA 1400
Executive Assistant, National Groups Manager
Becky Showers, CGA 1405
Louisiana Division, Henry Albert, CGA 1560

Membership/Education/Groups/Sales
Michael Dailey 1317
Legislative Issues
President, Kathleen Quill, CAE, CBA 1400

NACM Business Credit Services

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Collections 281-228-6100
Credit Reports 281-228-6100
Sales 281-228-6100
Toll Free 866-252-NACM
Remote Access 281-228-6142
Credit Reporting Fax 281-228-6121
Collections Fax 281-228-6122
Sales Fax 281-228-6151

Staff Extensions

Collections Manager 1370

Distressed Business Services
Int'l Collections
Manager, Gerald Clements 1370

Credit Interchange
Manager, Steve Krischke, CGA 1480
Interchange Supervisor, Wanda Love 1341
Special Reports, Deidre Henry 1350

Key Accounts & Special Products
Manager, Byron McKinney, CGA 1465

Both NACM Gulf States and NACM Business Credit Services exist for and because of you. Any questions or specific needs are not just welcome, but the reason we are here. Please call us.

july
newmembers

Lowe Holding Company LLC
TST Overland Express
UTC Overseas
Wood Group PSN, Inc.
Wood Group Mustang, Inc.

july
olympians

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John Stryker, CCE
Patricia Watson
Meegan Zimmerman



June Report



The June report from NACM fell back to 53.4, mirroring the slide found from February to March. The ongoing inconsistency makes the CMI, among other economic data, most resemble a seesaw, according to NACM Economist Chris Kuehl, Ph.D.

"Every month, analysts await a new set of data releases poised to make some declarative statement regarding where the economy is heading and every month, the clear path proves to be elusive once again," said Kuehl. "There always seems to be something both optimists and pessimists can latch on to."

The month-to-month changes are not the only "tale of two directions," as Kuehl characterizes it. There are increasingly wide spreads between the favorable factors and the unfavorable factors within both the manufacturing and service sectors. "On the one hand, there is some hope for better numbers in the future as the favorables look better than in a long while," Kuehl said. "However, the present is not so positive, as the unfavorables are worsening, which signals that many companies are not in the shape they would like to be and are falling behind in their obligations."

With the combined index sales category at its lowest in more than a year and unfavorable categories accounts placed for collection and dollar amount of customer deductions falling dramatically, into contraction territory, there is reason to be concerned that the performance of mid-2014 won't be matched in short order.

"The year-over-year trend is not encouraging," Kuehl said. "There has been a distinct downward slide, and it is apparent that conditions were far better in mid-2014 than they are now. That was neither expected nor wanted at this stage of a recovery."

View the complete [CMI report for June 2015](#) for a full breakdown that includes commentary on the manufacturing and service sector results, and data tables and graphics. [CMI archives](#) may also be viewed on NACM's website.

July Industry Group Meetings

For more information, please contact Carolyn Lewis Pajeaud at 504-885-3897 or carolyn@nacmgs.org.

Jul 9 Baton Rouge Building/ Industrial Group Drusilla's Place 3482 Drusilla Lane Baton Rouge, LA 70809 225-923-0896 www.drusillaplace.com	Jul 15 New Orleans Building/ Industrial Suppliers Group Il Tony's Restaurant 8536 Pontchartrain Blvd. New Orleans, LA 70124	Jul 16 New Orleans Electrical Suppliers Group Drago's Restaurant 3232 N. Arnoult Rd. Metairie, LA 70002 504-888-9254 www.dragosrestaurant.com	Jul 21 Louisiana Institutional Food Group S & W Wholesale 18096 Old Covington Hwy Hammond, LA 70404
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Q1 Ends up in Recession After All

The various revisions of the first quarter data have not really deviated that much from one another—the range has been less than a point. The reason for all the attention is that these deviations have all been around the level that sets a recession. If this has been a series of shifts that stayed wholly inside positive growth there would not have been nearly the excitement, but the reports started with an assertion of 0.2% growth, were adjusted to show a decline of 0.7% and the final iterations show a negative growth number of 0.2%. This is just slightly better than the 0.7% decline that had been posited before but is worse than many had expected. It had been assumed that the reading would be flat—no growth but no shrinking either.

By this time the first quarter is something of a dim memory—we have already moved past the second quarter and into the third but it still matters as a set-up for what is supposed to happen through the rest of the year. The reasons for the weak quarter are no longer a debate—the only real question is whether they lingered into the second quarter with enough intensity to pull growth below what had been expected. There is still discussion over what Q2 looks like in the end, but the consensus is that it will be far better than what the first delivered as there will be impact from the winter weather and little residual impact from the port strike. On the other hand this was a very stormy period and that created its own set of inhibitors as floods damaged infrastructure and farms. The lasting impact from the first quarter is the strength of the dollar and that was certainly in play in the last quarter.

Analysis: The bigger issue is that growth just can't seem to get on track. Every time it seems the economy has started to get going in a positive direction there is a quarter or two that reverses that progress. The growth since the recession has been positive and steady but at a very slow pace. The average has been around 2.0% and that is not even at the levels seen over the last couple of decades when the economy was growing at around 2.5% to 3.0%. For there to be anything approaching progress on issues like unemployment and workforce participation, the growth rate needs to be closer to 3.0% on a consistent basis.

What will it take for the economy to get into that 4.0% to 5.0% range consistently? One could write volumes on this but the simple response is that the world's other economies need to rebound so that there is a target for U.S. exports and at the same time the business community and the consumers have to get excited about the future. Consumers have to spend and business needs to hire and engage in capital spending. Caution still rules both consumer and business persons and it is that caution that makes sense for them individually but throws the economy itself into reverse.

Business Intelligence Brief is an online information service, published electronically by Armada Corporate Intelligence. It is prepared by Armada CI. Armada Corporate Intelligence. intel@strategic-briefs.com

A Nine-Step Checklist to Help You Create an Unclaimed Property Policy

According to a benchmarking survey we conducted last year on Unclaimed Property issues in credit, roughly six percent of companies out there have been audited and paid a fine for unclaimed property violations. Now, six percent may not seem that high, but do you want to take a chance?

If you go to a credit group with 50 members, that means that, on average, three of you will have to go through a long and involved audit, and then write a big check to a state for items that you presumably have declared as income, and also pay a hefty fine.

The best way to “innoculate” yourself against this is to have a solid policy in place and to follow it. Many credit execs we speak to tell us that when the auditors come knocking on their door to conduct an unclaimed property audit, if they simply show them their policy and explain how they follow it, that alone staves off the audit.

With that in mind, we’ve created a checklist of issues that your policy should address. Your situation will undoubtedly be unique, but this will give you a good starting point for what to consider:

Unclaimed Property Policy Checklist		
Use this as a starting point for your situation, which is likely to be unique.		
PASS	FAIL	COMPONENT BEING CHECKED
<input type="checkbox"/>	<input type="checkbox"/>	How often do you review your receivables to look for potential unclaimed property? (i.e., monthly, quarterly, annually?)
<input type="checkbox"/>	<input type="checkbox"/>	How old does a credit need to be to be examined as potential unclaimed property?
<input type="checkbox"/>	<input type="checkbox"/>	What are the specific categories that make a credit unclaimed property?
<input type="checkbox"/>	<input type="checkbox"/>	Who is responsible for researching a credit to make sure it's REALLY unclaimed property (and not a duplicate credit, for example).
<input type="checkbox"/>	<input type="checkbox"/>	What procedure(s) will you use to notify a customer about the credit?
<input type="checkbox"/>	<input type="checkbox"/>	Who is responsible for implementing that procedure?
<input type="checkbox"/>	<input type="checkbox"/>	How do you account for items identified as unclaimed property (since they should no longer be a part of A/R)? You may want to set up a general ledger account specifically for unclaimed property. These transactions will effect A/R, income, and A/P accounts, and possibly others, depending upon how you set things up.
<input type="checkbox"/>	<input type="checkbox"/>	If you can't find the customer, or determine that they're gone or out of business, where do you send the money? (i.e., which state and what department?)
<input type="checkbox"/>	<input type="checkbox"/>	Who will be responsible for reconciling your unclaimed property account and how often will it be done?

Obviously, this requires some resources on the part of someone at your company—probably someone in the A/R Department.

But in this case, we can assure you, ignoring this issue—or worse, systematically keeping the customers’ money—will cost your company *far* more in the long run than devoting the necessary resources up front to keeping your firm fully compliant with these laws.

Definitely a case of “an ounce of prevention is worth a pound of cure.”

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NACM: My Humble Beginnings



It is hard to be truly introspective sometimes about the goals one is trying to achieve. It can be difficult to emerge as a young man in an old and ever-changing industry...

My name is Steven Joseph McQueen, Jr. I've always been told that I was intelligent and could do anything I wanted to. I never quite figured out what that was. I am twenty-six years old and to feel lost is daunting. I had higher hopes for my educational progress, my career progress, and somewhere along the line I decided to travel the hard road of being a professional without a college degree.

Here at Dyke Industries, I started in inside sales. I learned the product fairly quickly and within a few months was a star consistently receiving praise for a job well done. After about six months, at a sales dinner, I mentioned I had begun college again seeking to finish my accounting degree. Shortly thereafter I was offered a position to manage credit and handle accounts receivable for my branch.

One of the first sayings I heard at my recent trip to NACM's Credit Congress in St. Louis was how rare it is that someone "chooses credit." I'll admit, I suppose I fell into it and am still trying to make sense of it. I quickly began going to my industry group meetings and getting to know other professionals in my industry. This was a great opportunity to share important information and provided great lines of communication that empower us all to make better credit decisions.

Once introduced to NACM's industry group meetings, I began asking questions and doing research on other types of services NACM offers. This led me to getting information on their designations and continuing education offerings. I am currently pursuing my CBA and have gotten nothing but overwhelming support from my NACM Gulf States Louisiana Division President, Henry Albert and our Gulf States President/COO in Houston, Kathleen Quill.

It was and continues to be the support and drive of individuals like Mr. Albert and Ms. Quill that have changed my perspective of NACM from a meeting once a month in an industry where I wasn't even sure I belonged, to an avenue through which I will shape the rest of my life. NACM is not just an organization, it is not just some data collection center; if you allow it to be, it is a family. I am proud to be a part of this family, I am proud to be seeking a career as a credit professional and I am proud to have met such wonderful people that care about my potential and who take the time to help ensure my success.

I would like to extend my greatest gratitude to Mr. Henry Albert, to Ms. Kathleen Quill, NACM and all individuals who strive to make NACM a place worth being a part of. Do not take these people or the information they give you for granted. Make educated and calculated decisions, because just like me you can be lost, and they can help you find your way.

Steven J. McQueen Jr., Dyke Industries, Inc.

Did You Know:

In June alone, we posted
810 business bankruptcies
in your NACM Trade
Credit Report?

NACM Gulf States is partnered
with Dun & Bradstreet

dun & bradstreet

GROWING RELATIONSHIPS THROUGH DATA

You are able to get the solutions you need
through the NACM affiliate you know.

**Things can change
overnight and we want you
to be ready every day.**

Be ready by:

- Knowing the Risk in Your Current Portfolio
- Receiving Alerts Daily about Your Customers
- Having Pro-active Processes Specific to Your Credit Management Needs

Contact your Gulf States rep today to learn more!

what's coming up in Professional Education?

DATE	EVENT, PRESENTER	TIME
Jul 15	Advanced Credit Scoring Presenter: Vernon Gerety, Ph.D. Credit scoring continues to be an increasingly important tool for credit and collection organizations. Adoption has been facilitated by technology platforms that offer credit scoring modules which can be used to program custom scorecards. However, getting the maximum value from a scoring system for an organization has been limited—partially by the lack of understanding of how to develop or what makes a good scorecard. This session will attempt to demystify the development of scorecards. Advanced Credit Scoring will be a “nuts and bolts,” detailed dive into scorecard development—both statistical and judgmental (expert-based). This session will include a “how to” guide for developing an effective credit scoring system for your organization. Key topics covered include: what is a credit scoring system, what is the process to develop a scorecard, how do you choose the appropriate risk metrics (data element), and contrast statistical models v. expert/judgmental scorecard. For more information on this NACM-National webinar , click here .	2:00–3:30pm
Jul 16	Leadership Webinar: Building Relationships with Key Stakeholders Presenter: Rick Hernandez, Syntesis Global Developing your strategic thinking skills can help you gain commitment from people at all levels—direct reports, peers and bosses. In this session, learn how to effectively earn trust, commitment and respect by learning what serves others, what motivates them. See how quickly you generate “real success”—the kind that will ultimately produce organizational results. During this session, participants will learn to differentiate between monetary reward and inclusion; effectively engage in meaningful dialogue; understand people, motivators and aspirations; evaluate social styles through emotional intelligence; and gain organizational stature and credibility. For more information on this NACM-National leadership webinar , click here .	10:00–11:00am
Jul 17	Intermediate Excel Skills Presenter: Houston Public Library Expert instruction from the Houston Public Library, this class is offered FREE to members until it is full. Need to brush up on your Excel skills? This hour-long session will prepare you for the next class, Excel for the Credit Professional, which immediately follows. Bring your own computer! For more information on this NACMGS mini workshop , click here .	11:00am–12:00pm
Jul 17	Excel for the Credit Professional Presenters: Emma Cosme, CCE, Jake's Finer Foods This course will deliver immediately usable skills for how credit uses Excel. This course covers forms, formulas and tables to extract the information you need out of the overload of data available and make it work for you and your company, including a brief overview in explaining the components of a spreadsheet and how to store data in it. Learn how to perform basic mathematical tasks; use Pivot tables and formulas; create charts and graphs in a spreadsheet; and the various options available for printing a spreadsheet. Also covered: intermediate concepts of cell references, Vlookup/Hlookup, conditional formatting and sparklines. For those attending both the Intermediate Excel Skills and the Excel for the Credit Professional classes, lunch will be provided between sessions. For more information on this NACMGS mini workshop , click here .	1:00pm–4:30pm
Jul 20	Bankruptcy for Beginners (Day 1) Presenter: Deb Thorne, Esq. Have you ever wanted to understand more about bankruptcy? What is the difference between a Chapter 11, Chapter 7 and Chapter 13? What can you do and what are you prohibited from doing if your customer files bankruptcy? When should you file a proof of claim? How can you find out about a customer bankruptcy through the Internet? Can you or should you continue to sell to your customer in a bankruptcy? Do you have to sell on credit? What is a critical vendor? What is a preference and how can you defend against preferences? Deborah Thorne will provide you with a very basic overview of bankruptcy. The seminar will take place on two separate afternoons so there will be ample time to absorb the material and to ask questions of Debbie. Debbie has practiced for nearly 30 years and has most frequently counseled creditors facing the challenges of their customers filing under various chapters of the Bankruptcy Code. For more information on this NACM-National webinar , click here .	2:00–3:30pm
Jul 22	Bankruptcy for Beginners (Day 2) Presenter: Deb Thorne, Esq. For more information on this NACM-National webinar , click here .	2:00–3:30pm
Jul 22	Navigating Your NACM Website “Mini” Presenter: Natalie Wriston, NACM Gulf States Your Personal Field Guide to the NACM Gulf States Member Page & Credit Reporting Database The presentation includes a review of how to navigate the NACM database when pulling credit reports and accessing members-only information. Whether you are new to NACM Gulf States, newer staff with your company or a longtime member with a need to see updates and get a simple refresher on reading report date, this webinar will focus on this valuable member benefit. For more information on this NACMGS mini workshop , click here .	10:30–11:30am
Aug 3	Workflow Automation Presenter: Pam Krank For more information on this NACM-National webinar , click here .	2:00–3:00pm
Aug 5	Turning Judgment Day Into Your Pay Day Presenter: Karen Hart, Esq. For more information on this NACM-National webinar , click here .	2:00–3:00pm

what's coming up in Professional Education?

DATE	EVENT, PRESENTER	TIME
Aug 7	Making an Oil & Gas Decision Presenter: Don Burell, CCE, Schlumberger Technology Corp You already know the oil and gas business is unique, and the trail of ownership, money and your product isn't always easy to follow. This workshop will cover financial statements from oil and gas perspective; implications of property valuation; obtaining and interpreting production data; and ownership trail and finding the responsible party.	8:30–11:30am
Aug 10	Self Examination of Your Credit and Accounts Receivable Operation Presenter: Nancy Watson-Pistole, CCE, ICCE For more information on this NACM-National webinar , click here .	2:00–3:00pm
Aug 14	Basic Introduction to Financial Analysis (Houston, TX) – Part One Presenter: Jim Shreve, FTD Resources This seminar is designed for those who require a more in-depth understanding of financial/accounting terms, how to interpret key information from financial statements and the process of performing a credit analysis. It will provide participants an understanding of the accounting terms and principles deployed in financial statements. Attendees gain a firm perspective of the analysis process and how to interpret financial information. Special Two-Part Course—Part Two in September.	8:30am–4:30pm
Aug 17	Preference Defense Toolkit Presenter: Bruce Nathan, Esq. For more information on this NACM-National teleconference , click here .	2:00–3:30pm
Aug 18	Leadership Webinar: Executive Decision-Making Presenter: Rick Hernandez, Syntesis Global Effective executive decision-making is an absolute and essential skill all senior executives must possess. Whether narrow or broad in scope, one's ability to assess with accuracy and precision is crucial in global decision-making to ensure performance and financial optimization. Credibility is power, and poise while under the weight of critical transactions lie on your shoulders. Developing decision-making skills can help you gain respect, dignity and closure. It is your reputation and ability to influence your audience with the finesse and leverage necessary to increase one's ability to accelerate time and secure successful outcomes. For more information on this NACM-National leadership webinar , click here .	10:00–11:00am
Aug 19	How to Create an Order to Cash Process Presenter: Amber Tallmadge, CCE For more information on this NACM-National webinar , click here .	2:00–3:00pm
Aug 19	Navigating Your NACM Website Presenter: Natalie Wriston, NACM Gulf States Your Personal Field Guide to the NACM Gulf States Member Page & Credit Reporting Database The presentation includes a review of how to navigate the NACM database when pulling credit reports and accessing members-only information. Whether you are new to NACM Gulf States, newer staff with your company or a longtime member with a need to see updates and get a simple refresher on reading report date, this webinar will focus on this valuable member benefit. For more information on this NACMGS webinar , click here .	2:00–3:00pm
Aug 24	Contracts Law 101: What You Need to Know Before You Read, Sign or Negotiate Another Contract Presenters: Thomas Fawkes, Esq. and Brian Jackiw, Esq. For more information on this NACM-National webinar , click here .	2:00–3:30pm
Aug 28	M&M Bonds and Liens (Houston, TX) Presenter: Richard Fulton, Esq., Coats Rose This seminar is a MUST ATTEND for all who deal with bonds and liens! You will learn about forms for notices and claims, laws concerning bills-paid affidavits, lien claims against commercial and residential property, how to obtain property information, requirements for submitting a claim and procedures and time limits for filing liens.	8:30am–4:30pm
Aug 31–Dec 11	Accounting This course presents an introduction to basic financial accounting. Students begin at square one, learning the foundation of accounting principles. As the language of business, accounting is essential to business professionals. The course runs approximately 15 weeks and is facilitated by an accounting professional who is available for questions by email. Students receive a course bundle before the start of the session, which includes the textbook, study guide and online component. During the course, students will take four proctored exams online. After each exam, the instructor will provide students with helpful feedback and study tips. Upon successfully completing the course with a score of 70% or higher, students receive a certificate of achievement and earn course credit toward the CBA designation accounting course requirement. For more information, on this NACM-National online course , click here .	

For information on all **events held at NACM Gulf States**, contact the [NACM Gulf States Education Department](#) or call 281-228-6100.

For **certification exam registration** contact the [NACM Education Department](#) or call 410-740-5560.

For **teleconferences and all other events**, contact the [NACM Meetings Department](#) or call 410-740-5560.

NOTE: This is a tentative schedule. Dates, times and presenters on all scheduled events are subject to change.

Just Around the Corner – Houston

For more information on any of these events, please contact the Education Department at 281-228-6100 or education@nacmgs.org.



Intermediate Excel

Presenter: Houston Public Library

Friday, July 17, 2015 • 11:00am–12:00pm

Expert instruction from the Houston Public Library, this class is offered FREE to members until it is full. Need to brush up on your Excel skills? This hour-long session will prepare you for the next class, Excel for the Credit Professional, which immediately follows. Bring your own computer!

Excel for the Credit Professional

Presenter: Emma Cosme, CCE, Jake's Finer Foods

Friday, July 17, 2015 • 1:00–4:30pm

Learn how to make Excel work for YOU as a credit and finance pro! This course will deliver immediately usable skills for how credit uses Excel. Forms, formulas and tables to extract the information you need out of the overload of data available and make it work for you and your company, including a brief overview in explaining the components of a spreadsheet and how to store data in it. The instructors will cover: how to perform basic mathematical tasks, how to use Pivot tables and formulas, how to create charts and graphs in a spreadsheet,

and the various options available for printing a spreadsheet. Then, building on basic Excel, students will learn: intermediate concepts of cell references, Vlookup/Hlookup, conditional formatting and sparklines. For those attending both the Intermediate Skills and the Excel for the Credit Professional class, lunch will be provided between sessions. Excel for the Credit Professional will make real time practical application and deliver immediately usable skills for how credit uses Excel.



Making an Oil & Gas Credit Decision

Presenter: Don Burell, CCE, Schlumberger Technology Corp

Friday, August 7, 2015 • 8:30–11:30am

Reading the Trail

You already know the oil and gas business is unique, and the trail of ownership, money and your product isn't always easy to follow. This workshop will cover: financial statements from oil and gas perspective; implications of property valuation; obtaining and interpreting production data; and ownership trail and finding the responsible party.

Basic Introduction to Financial Analysis – Part One

Presenters: Jim Shreve, FTD Resources

Friday, August 14, 2015 • 8:30am–4:30pm

Interpreting the Signs

Good trail trackers read signs the rest of us don't even see! If you need to see those signs, this seminar is designed for those who require a more in-depth understanding of financial/accounting terms, how to interpret key information from financial statements and the process of performing a credit analysis. It will provide participants an understanding of the accounting terms and principles deployed in financial statements. Attendees gain a firm perspective of the analysis process and how to interpret financial information.

Special Two-Part Course—Part Two in September. **Special package: Intro to Financial Analysis & Tools of Financial Analysis – \$350**



M&M Bond Liens

Presenter: Richard Fulton, Esq., Coats Rose

Friday, August 28, 2015 • 8:30am–4:30pm

Every Pride Has a Pecking Order. Make Sure You're in the Right Order.

Are you seeing the danger signs? This seminar is a MUST ATTEND for all who deal with bonds and liens! You will learn about forms for notices and claims, laws concerning bills-paid affidavits, lien claims against commercial and residential property, how to obtain property information, requirements for submitting a claim and procedures and time limits for filing liens.

Upcoming Certification Classes



Financial Statement Analysis I

Presenter: Wayne Hicks, CCE

Tuesdays, September 8–December 1, 2015 • 6:00–9:00pm

The goal of this course is to improve the participant's ability to translate financial statement numbers into a meaningful map for business decisions. Participants will be able to approach financial statements with enhanced confidence and understanding of a firm's historical, current, and prospective financial condition and performance. **Prerequisite: Accounting**

Credit Law

Presenters: Daniel Pacious, Esq.

Tuesdays, September 8–November 10, 2015 • 6:00–9:00pm

This course qualifies for and is required to attain CBF certification. With the legal environment of business constantly changing, it is imperative to have a solid understanding of the laws that affect business and credit. This course is designed to introduce students to the basics of law, the legalities of contracts, and the emerging importance placed upon law affecting cyber crimes.



Business Credit Principles

Presenter: Fred Mansky, CCE

Mondays, September 14–November 16, 2015 • 6:00–9:00pm

This course qualifies for and is required to attain CBA certification, giving students a fundamental understanding of business credit procedures and policy. It also provides information about credit investigation and evaluation along with an overview of legal issues affecting the extension of commercial credit. **Class meets at Blue Line Rentals in the Woodlands.**

2015superdays

DATES

Jul 21 & 22 (Tue/Wed)

Aug 18 & 19 (Tue/Wed)

Sep 22 & 23 (Tue/Wed)

Oct 20 & 21 (Tue/Wed)

Nov 17 & 18 (Tue/Wed)

Dec 9 (Wed)

THEME

Honing Your Skills

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Can a Leopard Change His Spots?

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Holiday Gala: Bringing up the Next Generation

Keep looking—next month's winner might be YOU!



Call **281-228-6100**
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bshowers@nacmgs.org
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NACM Gulf States 2015 Annual Meeting & Awards Luncheon



“Celebrating the Evolution of Credit”

Primal, Colonial, 60s, 80s and into the Future ... the NACM Gulf States Community celebrated the evolution of credit in style.



Award Recipients were:

Credit Executive of the Year
Bruce McKee, Packaging Service Co., Inc.



Excellence in Credit

Jake's Finer Foods



Walt Wissel Chairman's Citation

Don Giallanza, CCE,
Halliburton Energy Services



Olympian of the Year

Carl Doré, Jr., Doré Law Group





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Gulf & Basco Acquisition LLC
Securance Corp Agency

Big Foot:

Silver Eagle Distributors
Raw Materials Corporation

Primal:

Experian
One Source Risk Management
UTA

July 2015

sunday monday tuesday wednesday thursday friday saturday

			1	2	3 Holiday	4
5	6	7 11:30am - HRIS Group Mtg (Teleconference)	8	9 12:00pm - Baton Rouge Building/Industrial Suppliers Group Mtg 6:00pm - Basic Financial Accounting	10	11
12	13	14	15 12:00pm - New Orleans Building Supply Group Mtg	16 11:30am - STML Group Mtg 12:00pm - New Orleans ELEC Group Mtg 6:00pm - Basic Financial Accounting	17 11:00am - Intermediate Excel Skills 1:00pm - Excel for the Credit Professional	18
19	20	21 10:30am - CONT Group Mtg 11:30am - Louisiana Institutional Food Group Mtg 12:30pm - BLDG Group Mtg 12:30pm - ELEC Group Mtg	22 10:30am - Navigating NACM Web "Mini Workshop" 12:30pm - OFSS Group Mtg 12:30pm - President's Circle Mtg	23 6:00pm - Basic Financial Accounting	24	25
Super Days			TSWCCG Meeting - Hotel Contessa - San Antonio, TX			
26	27	28	29	30 6:00pm - Basic Financial Accounting	31	

Why NACM?

"Attending the TRMG meeting was an exceptional value for the networking access to the associates and other companies in the same industry space. The exchange of ideas and contact information obtained will benefit my current work initiatives and provide a platform to hopefully return the favor to someone else in the group in the future. Cheers."



Joe Lain, CCE
XPO Logistics, Inc.



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august 2015

sunday

monday

tuesday

wednesday

thursday

friday

saturday

						1
2	3	4	5	6 6:00pm - Basic Financial Accounting	7 8:30am - Making an Oil & Gas Credit Decision	8
9	10	11 12:00pm - New Orleans ELEC Group Mtg	12 9:30am - HRIS Group Mtg	13 8:00am - Wholesale Nursery Group Mtg 6:00pm - Basic Financial Accounting	14 8:00am - Wholesale Nursery Group Mtg 8:30am - Intro to Financial Statement Analysis	15
16	17	18 8:00am - Baton Rouge Bldg/Industrial Suppliers Mtg 10:30am - CONT Group Mtg 11:30am - LA Institutional Food Group Mtg 12:30am - HAC Group Mtg 1:30pm - BLDG Materials Grp 1:30pm - ELEC Supply Grp	19 10:00am - Int'l Credit Exec Group Mtg 12:00pm - New Orleans Bldg Suppliers Group Mtg 12:30pm - OFSS Group Mtg 12:30pm - President's Circle 2:00pm - Navigating Your NACM Website	20 11:30am - STML Group Mtg 6:00pm - Basic Financial Accounting	21	22
23	24	Super Days		27	28 8:30am - M&M Bonds & Liens	29
30	31					

Tip of the Month

Keep up to keep up. Just DO it. Put some hustle in your bustle. When the going gets tough, the tough get going.

It's a dog-eat-dog world out there! If it isn't your competitors beating the stuffing out of you, it's your customer! The single best tool you have to keep your edge is your industry credit group. Credit reports only go so far; they can't tell you the story behind the numbers. Your industry credit group is the only truly safe place you can exchange ledger information with your industry peers and get the facts behind the numbers. When things get tough, the group gets even more important! Group membership—and participation—is a significant edge your company has against competitors who have opted not to be there.

Show up, even if it's a "watch out" note on a company who is hopping suppliers and not paying any of them, and save your company thousands of dollars in losses. It's kind of like buying a Bentley and then never taking it out of the garage to not show up at meetings.

So, come on! Get up out of your chair and **get going!** You know you won't regret it.

Kathleen E. Quill, CAE, CBA, NACM Gulf States

