



september superdays



Can a Leopard Change His Spots?

September 22 & 23, 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

**September 22
12:30pm:**

Contractors Supply
Building Materials
Electrical Supply

**September 23
12:30pm:**

President's Circle
Chemical Supply
Oilfield Service & Supply

For more information or to register, please call:

281-228-6100

or register online **TODAY!**

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

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.

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NACM Gulf States

10887 Wilcrest
P.O. Box 721348
Houston, TX 77272-1348
www.nacmgs.org

Phone/Fax

Business Offices	281-228-6100/6122
Accounting	281-228-6100/6151
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

Officers and Directors

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Sysco Corporation

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

Oct 11-13 TRMG Fall 2015 Meeting 8:30am-5:00pm
The Mining Exchange - Colorado Springs, CO

Oct 22-23 National Oilfield Service & Supply 8:30am-4:00pm
Embassy Suites Hotel - New Orleans, LA

Regional Group Meetings

Oct 18-20 All South Conference 8:30am-5:00pm
Buena Vista Palace Hotel - Orlando, FL

Oct 22-23 Texas Statewide 8:30am-5:00pm
Fort Worth, TX

Local Group Meetings for September

Sep 8 New Orleans Electrical Group 12:00-1:30pm
Drago's Restaurant - Metairie, LA

Sep 8 Hotel Restaurant & Institutional Supply Group 11:30am-12:30pm
Book Only

Sep 9 Houston Engery Group 11:30am-1:00pm
NACM Conference Center - Houston, TX

Sep 10 Baton Rouge Building/Industrial Suppliers 12:30-1:30pm
Drusilla's Restaurant - Baton Rouge, LA

Sep 15 Louisiana Institutional Food Group 11:30am-1:00pm
NATCO Reserve - Reserve, LA

Sep 16 New Orleans Building/Industrial Suppliers 12:00-1:30pm
Two Tony's Restaurant - New Orleans, LA

Sep 17 Steel & Metal Supply Group 11:30am-1:00pm
The Spaghetti Western Café - Houston, TX

Sep 22 Contractors Supply Group 12:30-1:30pm
NACM Conference Center - Houston, TX

Sep 22 Building Materials Group 12:30-1:30pm
NACM Conference Center - Houston, TX

Sep 22 Electrical Supply Group 12:30-1:30pm
NACM Conference Center - Houston, TX

Sep 23 Chemical Supply Group 12:30-1:30pm
NACM Conference Center - Houston, TX

Sep 23 Oilfield Service & Supply Group 12:30-1:30pm
NACM Conference Center - Houston, TX

Sep 23 President's Circle 12:30-1:30pm
NACM Conference Center - Houston, TX



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 **September 21-25**. 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

NACM Gulf States
10887 Wilcrest
P.O. Box 721348
Houston, TX 77272-1348
www.nacmgs.org

Main Phone Number 281-228-6100
Toll Free 866-252-NACM
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Staff Extensions

Accounting
Vice President of Finance & Administration, Bernard Forde 1450

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

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

NACM Business Credit Services

Main Phone Number 281-228-6100
Adjustments & Workouts 281-228-6100
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.

september
newmembers

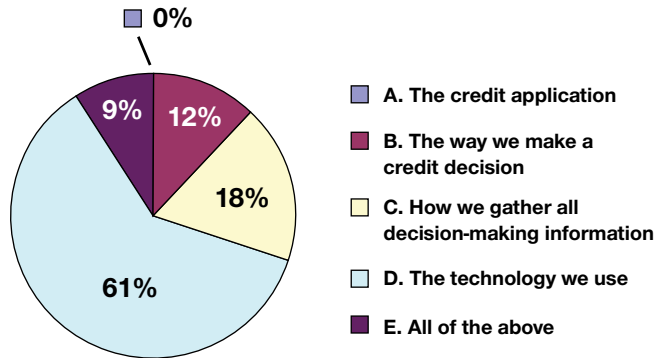
Franks International
Merchants Food Service
Primeway Federal Credit Union

september
olympians

Winston Labbe

flashpoll

Changes in the world of credit affect the way we do our jobs.
What change do we see the most?



Can a leopard change its spots? Many of our members responded that technology is changing the way we do our jobs.

Join us for September Super Days. We'd love to have you share your successes in changing technology with the rest of us!



Direct Hire - Temporary
Preview - Contract

**Specialist in
Staffing Credit and
Collections Professionals**

Professional Alternatives
1800 West Loop South, Suite 1050
Houston, Texas 77027
(713) 355-8100
Fax - (713) 355-7475

September Industry Group Meetings

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

Sep 8
New Orleans Electrical Suppliers Group

Drago's Restaurant
3232 N. Arnoult Rd.
Metairie, LA 70002
504-888-9254

Sep 10
Baton Rouge Building/Industrial Group

Drusilla's Restaurant
3482 Drusilla Lane
Baton Rouge, LA 70809
225-923-0896

Sep 15
Louisiana Institutional Food Group

NATCO Reserve
321 W. 10th St.
Reserve, LA

Sep 16
New Orleans Building/Industrial Suppliers Group

Two Tony's Restaurant
8536 Pontchartrain Blvd.
New Orleans, LA 70124



August Report



The beacon of light that was the positive recovery in July was extinguished this month as the August report from NACM showed a nearly two-point drop in the combined score—slipping from 56.0 to 54.2.

Although the drop is notable, the reading was lower in June and about the same in May, said NACM Economist Chris Kuehl, Ph.D. Readings in March and April “were in the 53-range so compared to this, the current reading is not so bad. The breakdown of the various categories sheds a little light on what seems to be going on in the credit world and by extension the rest of the world.”

Going from 63.5 to 59.2, favorable factors were the main drag. The biggest shift occurred in the sales category and smaller declines were recorded in new credit applications, dollar collections and amount of credit extended. While unfavorable factors increased slightly from 50.8 to 51.0, the categories of rejection of credit applications, disputes, and filings for bankruptcies declined. Small increases, however, were noted in the categories of accounts placed for collection, dollar amount beyond terms and dollar amount of customer deductions.

“That sick feeling that one gets on a roller coaster seems to be affecting those that have been following the gyrations of the CMI this year,” Kuehl said. “A good month seems to occur after a bad one and then there is a return to the negative side of the next one.”

View the complete [CMI report for August 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.

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!](#)

Points to Consider When Implementing an Extension Plan in Bankruptcy

Under an extension plan in a bankruptcy case, the debtor proposes to pay creditors in full over a period of time. In effect, an extension is a deferral of payment of debts. The debtor remains in possession and continues to operate the business and buys on a cash basis temporarily. The creditors' committee acts in an advisory capacity only and does not assume active control of the business. Obviously, an extension requires an optimistic prospect of future operations.

Creditors should make sure that adequate controls are instituted for the operation of the business and, in the event rehabilitation is not possible, over the liquidation of assets and disposition of the proceeds. This provides reasonable assurance that assets are protected from improper use and produces records from which reliable reports can be prepared. Ways for exercising this control are described below.

Assignment for the Benefit of Creditors

One technique assumes that the business in effect belongs to the creditors. The creditors' committee may request or insist that the debtor execute an assignment for the benefit of creditors to be held in escrow by the committee. If the debtor defaults in performance of extension payments, the assignment becomes effective. The assignee may then liquidate the assets for the benefit of all creditors.

Transfer of Stock

This is effective when the debtor is a corporation. In addition to the assignment, or as a substitute, the creditors' committee may have the stockholders transfer their stock certificates to the committee or to an adjustment bureau to be held in escrow. If the extension plan is fully performed, the shares are returned. If not, the transfer becomes effective and the entire corporation becomes the property of the committee to be liquidated for the benefit of creditors.

The committee may also receive and hold in escrow the written resignation of all officers and directors of the debtor corporation. The committee will thus be in a position to assume complete ownership and control if the debtor defaults under the plan.

Financial Controls

During the extension periods, the committee may designate that its accountant monitors or, if necessary, supervises operations or has a representative countersign all checks and control expenditures.

Security

When using an extension plan, the debtor presumably will execute extension notes to the creditors, payable in installments. In addition, the creditors' committee may request or demand some form of security for payment.

The form of security may include the following:

- A mortgage on the debtor's real estate, which is frequently owned by the debtor and spouse
- A security interest in accounts, inventory and other assets of the debtor
- An assignment of accounts receivable
- A guarantee of the extension notes by a responsible third party acceptable to the committee

A security interest in accounts, inventory and other personal property must be perfected under the Uniform Commercial Code (UCC).

New Trade Creditors

To obtain the cooperation of new trade creditors, a security interest under the UCC could be given to creditors with the old debt, and they in turn could subordinate that debt to the new trade creditors to give them a priority and thus encourage shipments to the debtor.

This type of arrangement has to be fully documented, and comply with the UCC with respect to the lien and the subordination. It is widely used in rehabilitation cases and gives a good measure of flexibility in working out problems.

Source: NACM's Principles of Business Credit

Judge Denies Settlement Between American Express and Merchants

An antitrust class action settlement against American Express was denied final approval by a U.S. District Court judge this month after a lawyer in the case shared confidential information with another attorney, who represented MasterCard in a similar proceeding.

As a result, Attorney Gary Friedman and his co-counsel in the Amex case will no longer be able to collect the proposed \$79 million, “which they were slated to receive for a settlement that permits merchants to impose a surcharge on customers who use Amex credit cards, as long as those retailers impose the same surcharge on customers who use other credit cards,” according to an Aug. 4 article from *Reuters*. The judge’s decision also jeopardizes a comparable agreement with Visa and MasterCard.

A statement issued from American Express on its website says:

“We are disappointed in the court’s decision to deny final approval to the settlement. We continue to believe the agreement is fair to merchants, providing them with additional flexibility while ensuring our card members are treated fairly at the point of sale. We believe we have strong defenses against the merchants’ claims, and will continue to fight our case in court.”

Interchange fees—also referred to as swipe fees—are charged to a merchant when a credit card is used as payment. These fees typically range between 1-3% of the total transaction and are set by companies like Visa and MasterCard.

Source: Jennifer Lehman, NACM marketing and communications associate, eNews, August 20, 2015

Tip of the Month

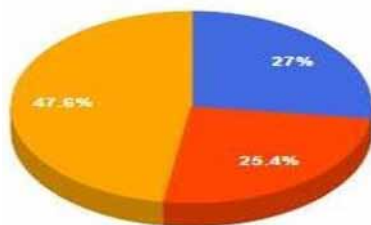
We’re Getting a Facelift!

Well, really *you’re* getting a facelift—on your NACM Trade Credit Reports!

By September 1, you will see, not only a fresh, new design to your reports, but easier to read results about what we have on the file, and now these:



- A breakdown of what business sectors make up the dollar balance on every report.



SUMMARY OF TOP INDUSTRIES					
IND CODE	INDUSTRY TYPE	DBT	LINES	BALANCE	
TRAN	TRANSPORTATION	55	3	\$5,318,913.00	
PPKG	PAPER PACKAGING	1	2	\$4,993,778.00	
OTHER	OTHER INDUSTRIES	15	63	\$9,356,861.00	

- A new “pressure gauge” with the predictive score based on trade payments and nothing else.



We’re really excited about these enhancements, and look forward to hearing what you think about them!

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

what's coming up in Professional Education?

DATE	EVENT, PRESENTER	TIME
Sep 2	Negotiating Your Walmart Supplier Agreement Presenter: Boyd Evert, Harvest Revenue Group On June 17, 2015 Walmart began sending addendums to the Supplier Agreement to their suppliers. The notice gave suppliers two weeks to respond. In the addendums Walmart is seeking additional dating, discounts and allowances. Walmart has announced that all of their over 10,000 suppliers would be receiving addendums. In this session, Boyd Evert will discuss the challenges and strategies of negotiating addendums with Walmart. A few of the topics that will be covered are: best practices when negotiating addendums, how suppliers are responding to the new addendums, negotiating allowances and understanding the stakeholders. For more information, on this NACM-National webinar, click here .	2:00–3:30pm
Sep 2	Basic Credit Boot Camp—Louisiana Style Presenter: Kathleen Quill, CAE, CBA, NACM Gulf States Hunted down and brought to ground by credit? Let this boot camp get you back on your feet and back in the hunt! This course provides an overview of the trade credit function including credit policy, credit applications and laws governing their creation and implementation, role of credit as a part of the sales function, investigating the credit worthiness of a potential customer, identifying the red flags of risk and much, much more! Held at the offices of Baker, Donelson, Bearman, Caldwell & Berkowitz, PC. For more information on this NACMGS workshop, click here .	8:30am–4:30pm
Sep 4	Collections 101 (Houston, TX) Presenter: Robert Verhage, CBA, CCRA, Texas Auto Pros This workshop is designed to provide the participants with an overview of collections as a basic function of credit management, with emphasis on effective collection systems, techniques and critical “do’s” and “don’ts.” For more information on this NACMGS workshop, click here .	8:30–11:30am
Sep 4	Rapid-Fire Collection Tips (Houston, TX) Presenter: Robert Verhage, CBA, CCRA, Texas Auto Pros Down and dirty, 60+ tips to enhance your collection efforts. Be assured that this session will result in actionable tips that will bring more money into your company tomorrow. Just one could be worth the investment in attending this session! For more information on this NACMGS workshop, click here .	1:00–4:00pm
Sep 8–Nov 10	Credit Law (Houston, TX) Instructor: Daniel Pacious, Esq., Pacious Law Firm PLLC 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. For more information on this NACMGS certification course, click here .	6:00–9:00pm, Tuesdays
Sep 8	Financial Statement Analysis I (Houston, TX) Instructor: Wayne Hicks, CCE, Corley Manufacturing Co. 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. For more information on this NACMGS certification course, click here .	6:00–9:00pm, Tuesdays
Sep 8–Dec 4	Business Law 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 laws affecting cyber crimes. The course runs approximately 12 weeks and is instructed by a legal professional. Students will receive a course bundle before the start of the session, which includes the course textbook, study guide and online component. During the duration of the course, students must take two proctored exams. Upon successfully completing the course with a score of 70% or higher, students will receive a certificate of achievement and will earn course credit toward the CBF designation Business Law requirement. For more information, on this NACM-National online course, click here .	
Sep 8–Dec 4	Credit Law A continuation of the Business Law course, Credit Law looks more closely at negotiable instruments, debtor-creditor relationships and government regulations. The course runs approximately 12 weeks and is facilitated by a legal professional. Students receive a course bundle before the start of the session, which includes the textbook, study guide and online component. During the duration of the course, students take two proctored exams. Upon successfully completing the course with a score of 70% or higher, students will receive a certificate of achievement and will earn course credit toward the CBF designation Credit Law requirement. For more information, on this NACM-National online course, click here .	
Sep 14–Nov 16	Business Credit Principles (The Woodlands, TX) Instructor: Fred Mansky, CCE, Blue Line Rentals 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. For more information on this NACMGS certification course, click here .	6:00–9:00pm, Mondays

what's coming up in Professional Education?

DATE	EVENT, PRESENTER	TIME
Sep 15	Driving Accountability Presenter: Rick Hernandez, Syntesis Global Developing your ability to tell a story and inspiring performance are key fundamental tools to driving accountability enterprise-wide. Through a visceral connection between business understanding, inspiration and metrics, you can improve the motivational constructs to help you gain commitment from people at all levels—direct reports, peers and bosses. In this session, learn how driving accountability is communicated and sustained. You will take away specific techniques to create accountability in your larger organization and learn how to leverage motivation and rewards to advance business, financial and organizational goals. During this session participants will learn to convey a compelling business story with purpose, institutionalize organizational ownership and accountability, enhance credibility as a leader, drive accountability through positive influence vs. advocacy and generate financial, operational and global performance results. For more information, on this NACM-National leadership webinar, click here .	10:00–11:00am
Sep 20–24	Financial Statement Analysis 2: Credit and Risk Assessment Instructor: George Schnupp, CCE, Anixter, Inc. This intermediate financial analysis program has been designed for credit analysts, risk analysts and managers seeking comprehensive understanding of what's behind the numbers in financial reports. It is designed to improve the credit & finance professional's ability to analyze and interpret financial statements leading to quality credit risk assessment. The program gives equal weight to the process of financial reporting, the analysis and interpretation of financial statements and the steps required to document a quality credit line recommendation. For more information, on this NACM-National certificate session, click here .	2:00–3:00pm
Sep 21	Top Performance Metrics for the Credit and Collections and Accounts Receivable Department Presenter: Shane Norman, CCE, Wheeler Machinery How does your credit and collections department stack up? Are your employees getting the job done? Figuring out a good metric can help ensure that your departments are getting their work done efficiently and effectively. In this webinar we will discuss the top performance metrics that can be calculated for the credit and collections and the AR department. This is truly a can't miss webinar! For more information, on this NACM-National webinar, click here .	2:00–3:00pm
Sep 23	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 data, this webinar will focus on this valuable member benefit. For more information on this NACMGS webinar, click here .	2:00pm
Sep 23	How to Find, Hire and Manage a Lawyer: 10 Questions You Need to Ask Presenter: Alex Barthet, Esq., The Barthet Firm For more information, on this NACM-National webinar, click here .	2:00–3:00pm
Oct 2	Protect Your Company! An Antitrust Refresher Presenter: Wanda Borges, Esq., Borges & Associates Why, When, Whew! Add your completion certificate to the company training files after this refresher on the implications of antitrust law on your company—and yourself! The penalties aren't just civil; they're criminal, too. For more information on this NACMGS webinar, click here .	12:00– 1:00pm
Oct 4–9	Financial Statement Analysis 1 Instructor: Toni Drake, CCE, TRM Financial Services, Inc. Financial Statement Analysis (FSAI) is a method of interpreting accounting data in an effort to understand the current financial performance of an entity and project its future health. FSAI keeps the evaluation process simple, but requires a working knowledge of basic accounting principles. The emphasis of the course is on analyzing financial statements issued by companies using fundamental ratio analysis techniques and analysis of the statement of cash flows. These evaluations can be used to determine the operating efficiency, profitability and financial risk of a firm. For more information, on this NACM-National certificate session, click here .	
Oct 5	Essential Skills for Credit Leadership Presenter: Bob Karau, CICP, Robins Kaplan LLP For more information, on this NACM-National webinar, click here .	2:00–3:00pm
Oct 7	Do I REALLY Need to Read This?: Bankruptcy Filings Every Credit Manager Should Understand Presenters: Jeffrey Cohen, Esq. and Seth Van Aalten, Esq., Cooley LLP For more information, on this NACM-National teleconference, click here .	2:00–3:00pm
Oct 14	Loose Lips Sink Ships: Customer Name Mistakes Sink Collections Presenter: Bruce Nathan, Esq., Lowenstein Sandler LLP This program, inspired by one of your members, should be a wake-up call to all. A slip of the tongue by, and damaging information contained in the file of, a credit professional could cause problems and possibly liability. This program explores a number of areas where the slip of the tongue or inclusion of damaging information in one's file has gotten credit professionals into "hot water." First, there will be a discussion of preference claims and what "smoking guns" in a file can make it more difficult and costly for a creditor to successfully defend against a preference claim.	2:00–3:30pm

what's coming up in Professional Education?

DATE	EVENT, PRESENTER	TIME
	<p>There will also be a discussion of what is and is not a permissible communication at a trade group meeting and the risk of costly antitrust litigation if discussions go too far. Next to be considered are the requirements of the ECOA and Reg B for communicating an adverse action and what should and should not be communicated. Finally, there will be a discussion of the ultimate horror of how "over the top" comments communicated orally or in writing or contained in a file raises risk of exposure. For more information, on this NACM-National webinar, click here.</p>	
Oct 21	Navigating your NACM Gulf States Member Page and Credit Reporting Database Presenter: Natalie Wriston, NACM Gulf States 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 long time 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 .	2:00pm
Oct 21	How to Create an Order to Cash Process Presenter: Amber Tallmadge, CCE, Central States Manufacturing For more information, on this NACM-National webinar , click here .	2:00–3:00pm
Oct 22	Driving Change & Executing Plan Presenter: TBD For more information, on this NACM-National leadership webinar , click here .	10:00–11:00am
Oct 23	Tools of Financial Analysis (Houston, TX) Presenter: Jim Shreve, FTD Resources This seminar is designed for those who have attended Introduction to Financial Analysis or attendees who need additional training in using the tools of analysis. Participants will learn how to use and interpret the following tools of financial analysis: interpretive analysis, financial ratios, pro-forma statement analysis and the analysis of cash flow statements. For more information on this NACMGS seminar , click here .	8:30am–4:30pm
Oct 30	Taxing Decisions Presenter: Michael Jones You asked for it and we brought it! Class topics include: resale/service, sales tax audit, selling to contractors (When can I claim exempt?), ship to certificates, export freight forward, compliance with local and state sales tax regulations, the ordering location, and shipping location (to or from) the invoicing location. For more information on this NACMGS workshop , click here .	8:30am–11:30pm

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.

NACM Gulf States Certification

NACM Gulf States Staff recertified for CGA designation.
"Making sure you're provided *quality* group monitoring."



If your customers aren't paying you, they might as well be robbing you.

NACM Gulf States can help.

Call 281-228-6100 and mention code **FALL** to receive **.5% reduction in fee for your largest placement.**

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.

Basic Credit Boot Camp—Louisiana-Style

Presenters: Kathleen Quill, CAE, CBA, NACM Gulf States

Wednesday, September 2, 2015 • 8:30am–4:30pm

Baker, Donelson, Bearman, Caldwell & Berkowitz, PC, 201 St. Charles Ave., New Orleans, LA 70170

Hunted down and brought to ground by credit? Let this boot camp get you back on your feet and back in the hunt! This course provides an overview of the trade credit function including credit policy, credit applications and laws governing their creation and implementation, role of credit as a part of the sales function, investigating the credit worthiness of a potential customer, identifying the red flags of risk and much, much more!



Collections 101

Presenter: Robert Verhage, CBA, CCRA, Texas Auto Pros

Friday, September 4, 2015 • 8:30–11:30am

This workshop is designed to provide the participants with an overview of collections as a basic function of credit management, with emphasis on effective collection systems, techniques and critical “do’s” and “don’ts.” Don’t be eaten!

Rapid-Fire Collections

Presenter: Robert Verhage, CBA, CCRA, Texas Auto Pros

Friday, September 4, 2015 • 1:00–4:00pm

Continue the momentum from the morning Collections 101 class. Get down and dirty with tips to help you become a rapid reloader and refine your collection efforts. Be assured that this session will result in actionable tips that will bring more money into your company tomorrow. Guaranteed to create enthusiasm for the credit profession in the students new to the profession and rekindle the fire of the more seasoned credit veterans.



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

Presenter: 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.**

August Super Days

August 18 & 19

Guest Speaker: Jackie Lyles, Founder,
Senior Advisor and Bestselling Author,
Transformational Growth Institute



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



Call **281-228-6100**
or email Becky Showers at
bshowers@nacmgs.org
to claim your prize.

september 2015

sunday

monday

tuesday

wednesday

thursday

friday

saturday

		1	2	3	4 8:30am - Collections 101 12:30pm - Rapid-Fire Collections Tips	5	
6	Holiday	7	8 12:00pm - New Orleans ELEC Group Mtg 12:30pm - HRIS Group Mtg (Book Only) 6:00pm - Credit Law 6:00pm - Financial Statement Analysis I	9	10 12:00pm - Baton Rouge Building/Industrial Suppliers Group Mtg	11	12
13	14 6:00pm - Business Credit Principles (The Woodlands)	15 11:30am - Louisiana Institutional Food Group Mtg 6:00pm - Credit Law 6:00pm - Financial Statement Analysis I	16 12:00pm - New Orleans Building Supply Group Mtg	17 11:30am - STML Group Mtg	18	19	
20	21 6:00pm - Business Credit Principles (The Woodlands)	22 10:30am - CONT Group Mtg 12:30pm - BLDG Group Mtg 12:30pm - ELEC Group Mtg 6:00pm - Credit Law 6:00pm - Financial Statement Analysis I	23 12:30pm - CHEM Group Mtg 12:30pm - OFSS Group Mtg 12:30pm - President's Circle Mtg 2:00pm - Navigating Your NACM Website	24	25	26	
Super Days							
27	28 6:00pm - Business Credit Principles (The Woodlands)	29 6:00pm - Credit Law 6:00pm - Financial Statement Analysis I	30				

Why NACM?

"I have been a member of the electrical supply group for over 20 years with the same members. The exchange of confidential information has been invaluable to me. The comparison of how we handle various situations has been an educational experience.



This type of sharing of knowledge could not be found outside of being a NACM member."

Kathy Hardin
Credit Manager
Crawford Electric Supply Company, Inc.

2015 superdays

DATES

Sep 22 & 23 (Tue/Wed)
Oct 20 & 21 (Tue/Wed)
Nov 17 & 18 (Tue/Wed)
Dec 9 (Wed)

THEME

Can a Leopard Change His Spots?
Stay off the Endangered Species List
We've Got Your Back
Holiday Gala: Bringing up the Next Generation

october 2015

sunday

monday

tuesday

wednesday

thursday

friday

saturday

				1	2	3
4	5 6:00pm - Business Credit Principles (The Woodlands)	6 8:30am - Collection Tools for Construction 6:00pm - Credit Law 6:00pm - Financial Statement Analysis I	7	8	9 8:30am - Making an Oil & Gas Credit Decision	10
11	12 6:00pm - Business Credit Principles (The Woodlands)	13 12:00pm - New Orleans ELEC Group Mtg 12:30pm - HRIS Group Mtg 6:00pm - Credit Law 6:00pm - Financial Statement Analysis I	14	15 11:30am - STML Group Mtg	16	17
TRMG - Mining Exchange - Colorado Springs, CO						
18	19 6:00pm - Business Credit Principles (The Woodlands)	20 10:30am - CONT Grp 10:30am - HAC Grp 11:30am - LA Inst. Food Grp 12:30pm - Baton Rouge Bldg/ Industrial Suppliers Grp 12:30pm - BLDG Materials Grp 12:30pm - ELEC Supply Grp 6:00pm - Credit Law 6:00pm - FSA I	21 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	22	23	24
All South Conference - Orlando, FL		Super Days				
25	26 6:00pm - Business Credit Principles (The Woodlands)	27 6:00pm - Credit Law 6:00pm - Financial Statement Analysis I	28	29	30	31

NACM All South Credit Conference

October 18-20, 2015



"WE MAKE LEADERS"

If you only attend one educational event this year, the NACM All South Credit Conference should be your choice. Our theme for this year is "We Make Leaders." It is about you and sharpening the skills that make you stand out. There will be 14 different speakers, and attending just one of the sessions offered can change the way others view you as a leader.

We look forward to seeing you at the conference.

www.nacm-all-south.com