

Creating an Advantageous Partnership for both Credit & Sales

Wednesday, May 10, 2017

10 am - 11 am CT



WEBINAR

About the Webinar

Credit and Sales have enjoyed a symbiotic relationship for a long time. The simple truth is that credit does not exist without sales, and sales relies on credit to help insure expansion of sales and continued profitability for the firm. The two parties working against one and another creates friction, and an environment that is not advantageous for the firm. However, by working together the two partners will find that they have much more in common than they thought.

During this 60-minute webinar you will learn:

- Why having a strong partnership between credit and sales is so important
- How to create new bonds to strengthen the relationship between credit and sales
- How to maintain a good working relationship between credit and sales

About the Presenter



Kevin Stinner has been in credit and collections since 2007. He earned his BA in Business Management and leadership in 2001 from Blackburn College, and a MBA with emphasis in management in 2004 from AIU. He is currently the Credit Manager for Crop Production Services where he has worked since 2007. He earned his CCRA in 2013 and CCE in 2011. He is currently Chair of the NACM Gateway Region Advisory Board, Director of the Chicago Midwest Governing Board and member of the editorial committee for "Business Credit" magazine. Kevin is a contributing author for "Business Credit" magazine and a webinar presenter for NACM National. He's been a presenter at Credit Congress, NACM Connect Annual Meetings and Credit Conferences. Kevin was the recipient of the NACM Gateway Region's 2015 Credit Excellence award.

WEBINAR REGISTRATION

Participation points are available for this webinar.

Date

Wednesday, May 10, 2017

Time

10a.m. — 11a.m. CST

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