# Credit Applications –
## How to Develop One That Works

WEBINAR

Thursday, April 7, 2016
10 am - 11:00 am CT (11am-12:00pm ET)

### About the Webinar

Do you know that with the proper credit application you can both help avoid third party collections and, if necessary, help your agency if an account does have to be placed? Why not do all you can up front to circumvent potential problems by attending this webinar and learning how to improve your application?

In this webinar, Todd Fierstein will explain what should and shouldn't be on your application, the importance of getting updated credit applications from your customers, important and correct verbiage and the best questions to ask on your application. Also learn the answer to this question: "Why do I need a credit application at all!?"

*During this 60-minute webinar you will learn:*

- How to develop a credit application that protects your company and asks the right questions to make more informed credit decisions.
- How the credit application actually is a multifunctional document
- How to get current customers to give you updated information

### About the Presenter

Todd Fierstein has spent the last 28 years in the credit industry. His work experience spans from 10 years as Vice-President of NACM Buffalo to being the Assistant VP of Alliance Partnerships for a large International Accounts Receivable company. Todd's primary field of expertise is Credit Applications and Credit Application Law. He has spoken on this topic for more than 10 years at over 100 seminars and businesses'. He has also spoken on Collecting Debt in Difficult Economic Times. For the past 15 years Todd's experience has been for NACM's across the country as well as Industry Credit Trade Groups. Todd is currently one of the most sought after speakers on Credit Applications and Credit Application Law. With 28 years as a Credit Professional Todd brings innovative insight to all of his presentations and seminars.

## WEBINAR REGISTRATION

Participation points are available for this class.

**Date**
Thursday, April 7, 2016

**Time** *(Note your time zone)*
11am — 12:00pm ET
10am — 11:00am CT
8am — 9:00am PT

**Cost (per connection)**
$99 - Member, $198 - Nonmember
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