

Negotiating the "Perfect" Credit Enhancement

Wednesday, July 26, 2017

10 am - 11 am CT



WEBINAR

About the Webinar

In a climate of mounting insolvencies and bankruptcy filings – particularly in the retail industry – the need for credit managers to ensure that their credits are properly protected has taken on greater importance. Simply put, a fully unsecured credit with a distressed customer is a recipe for disaster, and credit professionals are well advised to be proactive in negotiating and documenting credit enhancements, including purchase-money security interests and blanket liens, personal and cross-corporate guarantees, standby letters of credit, and consignment arrangements, which can often mean the difference between full and zero recovery in the event of a bankruptcy or insolvency.

During this 60-minute webinar you will learn:

- About the various credit enhancements available to you.
- The pros/cons of each and strategies for negotiating them with customers.
- The enforceability of such enhancements in the event of a customer bankruptcy filing – in particular, how the bankruptcy automatic stay impacts enforcement.

About the Presenters



Thomas Fawkes

Tom is a partner with the law firm of Goldstein & McClintock LLLP in its Chicago office. Tom focuses his practice on bankruptcy, creditors' rights and financial restructuring matters, representing official committees, unsecured and secured creditors, debtors, financial institutions, post-confirmation trustees and asset purchasers in chapter 11 and 7 bankruptcy cases, out-of-court restructurings, and liquidation proceedings throughout the United States. Tom also assists his clients in structuring commercial transactions with a view towards mitigating risk of future bankruptcy and insolvency losses.



Brian Jackiw

Brian is a Partner with the law firm of Goldstein & McClintock in its Chicago office. Brian is experienced in bankruptcy and commercial litigation, having represented plaintiffs and defendants in avoidance actions, complex bankruptcy claim disputes, breach of fiduciary duty actions and bankruptcy fraud litigation. Beyond litigation in the bankruptcy courts, Brian has experience in general collection and commercial law litigation. Brian has also spent significant time advocating on behalf of general unsecured creditors through his representation of official committees of unsecured creditors.

WEBINAR REGISTRATION

Participation points are available for this webinar.

Date

Wednesday, July 26, 2017

Time

10a.m. — 11a.m. CST

Cost (per connection)

\$99 - Member, \$198 - Nonmember
(Only one coupon will be accepted)

Name _____ Member # _____

Company _____ Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

Mobile _____ Do you accept text messages? Yes No

All payments must be made prior to receiving link for the webinar.

- Check enclosed—(payable to NACM Connect) mail to: 3005 Tolview Drive, Rolling Meadows, IL 60008
- Please invoice me.
 - Credit Card—Pay by phone upon receipt of invoice: 1.800.935.6226.
 - Check—Mail upon receipt of invoice.
- I am using a coupon for this event.



Cancellation Policy: Cancellations must be received in writing, via fax, email or mail, no later than two weeks prior to the event date to qualify for a full refund. Cancellations received later than two weeks prior to the event date do NOT qualify for a refund of registration fees. Sorry, phone cancellations cannot be honored. If you have any questions, please email info@nacmconnect.org.

Email this form to registration@nacmconnect.org. You will be invoiced shortly.