

THE ART OF SETTING CREDIT LINES

ABOUT THIS COURSE

One of the most important goals for the credit department is to generate revenues and margins for our company. These interrelated operating and investing decisions require the full understanding of an organizations' overall operating performance. This course will cover:

- The Importance of Understand The Decision to Sale
- Sales and Credit Are On The Same Team and Are A Function of Each Other
- Two Approaches: Customer's Who Provide Financial Statements and Those Who Don't
- Identify and Document Risk
- Setting The Credit Line
- Setting The Reserve
- Monitor and Follow Up

ABOUT THE INSTRUCTOR

George A. Schnupp, CCE, is the U.S. Director of Credit at Anixter Inc. With 28 years of experience in the credit field, he has implemented various PC-based credit processes, eliminating numerous routine repetitive tasks performed by credit personnel. Mr. Schnupp is an instructor at NACM Midwest, William Rainey Harper College and the National Association of Credit Management's Mid-Career School. He has taught Principles of Business Credit, Basic Financial Accounting, Financial Statement Analysis I, Financial Statements (Intermediate): Interpretation and Credit Risk Assessment and Essentials of Finance. He is a graduate of the NACM Graduate School of Credit & Financial Management, and has authored the course material for the CCE Prep Course, which is offered at NACM Credit Congress.

REGISTRATION INFORMATION

Time: 8:30 a.m. – 12:00 p.m.

Continental Breakfast served at 8:00 a.m.

Location: NACM Midwest
3005 Tollview Drive,
Rolling Meadows, IL

Date: Thursday - February 18, 2010

Cost: \$149, members, \$298, non-members

Only one coupon is valid.

CEU points and CCE recertification points are available for this class

Name _____ Member # _____

Company _____ Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ E-mail _____

Check

Payable to NACM Midwest, and mail to: 3005 Tollview Drive, Rolling Meadows, IL 60008

Credit Card

For security reasons, please do not fax your credit card number. Fax this registration form to 636-680-9219, and call Kathy Berendsen at 800-935-6226 ext. 6410 to make your payment.

All payments must be received one week prior to class start date.

Cancellation Policy: Cancellations must be received in writing, via fax, e-mail or mail, no later than one week prior to the class date to qualify for a full refund. Cancellations received later than one week prior to the class date DO NOT qualify for a refund of registration fees. Sorry, phone cancellations cannot be honored. A 20% surcharge applies to late registrations and rebooking. If you have any questions, please e-mail info@nacmmidwest.org

FAX THIS REGISTRATION FORM TO 636-680-9219. PLEASE USE THIS FORM AS YOUR INVOICE.