



CREDIT EDUCATION ROADSHOW

Cost:
 \$99.00 Members;
 \$129.00 Nonmembers

Locations & Dates:

Southern California - April 15th

Anaheim Marriott Suites
 12015 Harbor Blvd
 Garden Grove, CA 92840

Northern California - April 16th

Courtyard Sacramento Cal Expo
 1782 Tribute Rd
 Sacramento, CA 95815

Las Vegas - April 17th

Sierra Gold
 6515 S Jones Blvd,
 Las Vegas, NV 89118

Our Credit Education Roadshow is a one-day event held at multiple locations and is designed to provide educational and networking opportunities for the Credit Team. Our journey starts in Los Angeles, then takes us to Sacramento, ending in Las Vegas. Bring your colleagues and join us for a fun filled day of education and networking!

California Schedule

Arrival/registration check in: 8:30 – 9:00 a.m.

Session 1: 9:00 – 10:30 a.m.

Managing Construction Credit and the Importance of Job Information Presented by: Chris Ring, NACM Secured Transaction Services

Break: 10:30 – 10:45 a.m.

Session 2: 10:45 a.m. – 12:00 p.m.

Advanced Review of California Lien Law Presented by: Michael K Murray, Principal at Lanak & Hanna P.C.

Lunch: 12:00 – 12:30 p.m.

Session 3: 12:30 – 2:00 p.m.

Renewing Your Commitment to Good Commercial Credit Practices Presented by: Christopher E Ng, Managing Partner at Gibbs Giden Locher Turner Senet & Wittbrodt LLP

Break: 2:00 – 2:15 p.m.

Session 4: 2:15 – 3:45 p.m.

Coloring Your Success – The Power of Persuasion Presented by: Diana Crowe from HighRadius Corporation

Wrap-up and dismiss: 3:45 – 4:00 p.m.

Las Vegas Schedule

Arrival/registration check in: 8:30 – 9 a.m.

Session 1: 9:00 – 10:30 a.m.

Managing Construction Credit and the Importance of Job Information Presented by: Chris Ring, NACM Secured Transaction Services

Break: 10:30 – 10:45 a.m.

Session 2: 10:45 a.m. – 12:00 p.m.

Advanced Review of Nevada Lien Law Presented by: Michael K Murray, Principal at Lanak & Hanna P.C.

Lunch: 12:00 – 12:30 p.m.

Session 3: 12:30 – 2:00 p.m.

Renewing Your Commitment to Good Commercial Credit Practices Presented by: Victor F Luke, Partner at Gibbs Giden Locher Turner Senet & Wittbrodt LLP

Break: 2:00 – 2:15 p.m.

Session 4: 2:15 – 3:45 p.m.

Coloring Your Success – The Power of Persuasion Presented by: Diana Crowe from HighRadius Corporation

Wrap-up and dismiss: 3:45 – 4:00 p.m.

Session details on the 2nd page.

For questions or to register for NACM Commercial Services events/classes, contact:

Shawna Kelly at 971.230.1202 or skelly@nacms.org.

To register online go to: www.nacms.org/events

Please note: Cancellations will be accepted for full refund no later than five working days prior to event—substitute attendees accepted up to day of event.



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Session Descriptions:

Session 1: Construction credit has challenges like no other form of credit. Quality job information is the cornerstone to effectively securing receivables. Are you getting all the information you need to be successful?

Session 2: Real cases reviewed and analyzed – Look at what went right? What went wrong?

Session 3: Will cover the following: Importance of Sticking to Your Credit Policy, The Fable of the “Secured” Account (personal guarantees, joint checks, deeds of trust, UCC-1, etc.), Insisting on Complete and Enforceable Credit Applications and Agreements, Ensuring Your Terms and Conditions Control Every Transaction, Embracing and Conquering Challenging Credit and Legal Principles, Restructuring Debt and Securing Repayment Plans (including promissory notes with security, confessions of judgment, etc.); Enhancing Prelawsuit Collection Efforts (including strategies for impactful demand letters and exploring claims against third parties); Dealing with the Insolvent Customer and Bankruptcy (strategies in how to avoid preference claims, squeezing “blood from a turnip”, and basic bankruptcy law); Fulfilling Your Role as the Gatekeeper (ensuring GMs, sales, and executives understand your vital role in your company), Maximizing Postjudgment Collection, How to Efficiently and Effectively Utilize Your Attorney (what to expect from your attorney with respect to status updates, involving you in the legal process, and reasonable attorney’s fees and costs).

Session 4: In this session, we’ll explore the different “colors” of our personality and understand how what motivates us (and others) can improve our communication, our ability to persuade others and, ultimately, our success both in business and our personal lives.

Bios:

Chris Ring is the Nation Sales Representative for NACM’s Secured Transaction Services and he specializes in assisting credit professionals secure their receivables using Mechanic’s Lien Laws and Article 9 of the Uniform Commercial Code. Chris consults with companies on a daily basis leading them to find the best way to use these credit tools to assure that they are in the best possible position to get paid. Since 2002, Chris has completed seminars on both Mechanic’s Liens and UCC Filings for companies, NACM Affiliate Credit Conferences, NACM Industry Credit Groups, CFDD Meetings, and NACM’s Secured Transaction Services seminars.

Michael K Murray is a Principal attorney with Lanak & Hanna, P.C. licensed in California since 2009 and Arizona since 2011. His practice is primarily in the areas of construction law, commercial collections and surety litigation with a particular emphasis on mechanics liens, stop payment notices, payment bonds and surety subrogation and collection. He represents sureties, material suppliers, distributors, equipment rental companies, subcontractors and general contractors throughout California and Arizona.

Christopher E Ng is the managing partner of Gibbs Giden Locher Turner Senet & Wittbrodt, LLP. He is a member of the firm’s Business and Commercial Law and Construction Law Departments where he primarily represents private and publicly-held companies in a wide range of business, commercial and construction transactions and disputes. Chris, a member of the State Bar of California and District of Columbia and licensed to practice in all California state and federal courts, is also an educator, active speaker, published author and frequent contributor to local, regional and national legal publications.

Victor F Luke is a partner at the firm focusing primarily on litigation of construction, business transaction, real estate, and insurance disputes. Mr. Luke has successfully resolved dozens of disputes in his clients’ favor, from pre-litigation settlements to arbitrations, trials, and appeals. As of April 2018, Mr. Luke has prevailed in a jury trial, a bench trial and an arbitration, positively recovering a total of tens of millions of dollars for his clients while successfully defending against tens of millions of dollars of claims.

Diana Crowe, Financial Technology Principal - HighRadius. In addition to her degree in Organizational Management, Diana has had extensive experience working in all aspects of accounts receivable, including credit management, collections, and deductions. In her role at HighRadius, Diana’s goal is to provide relevant education and curriculum along with value-added information and solutions within the credit community.

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