

Connect with D&B and NACM Connect to automate credit-to-cash.

D&B Finance Analytics

The fast, scalable way to automate credit-to-cash

Underpinned by Dun & Bradstreet's industry-leading data and analytics, D&B Finance Analytics is a global AI-driven platform that helps finance teams **minimize bad debt**, **reduce DSO**, and **improve cash flow**.

D&B Finance Analytics comprises two solutions — D&B Credit Intelligence and D&B Receivables Intelligence powered by FIS GETPAID — that together provide powerful insights and technology to help you improve credit-to-cash.



COLLECTIONS MANAGEMENT

Streamline collections by combining our unparalleled data and analytics with advanced business rules and risk-based collection prioritization



CREDIT MANAGEMENT

Automate credit decisions and improve onboarding efficiency with the online credit application that kicks off instant decisions



CUSTOMER PORTAL

Increase efficiency, reduce processing times, and improve customer service with 24/7 account statement access, online payments, ERP integration, and more

For more information, please contact Rich Steinkoenig

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RECONNECT LIVE

Chicago

Credit Conference

OCTOBER 23 & 24 2024

ONSITE GUIDE

WIFI PASSWORD: Banquets19



Game Rules

EXHIBITOR'S GAME

Connect with our sponsors, partners and exhibitors as you make your way through the exhibit hall. Get a stamp at each booth and bring your completed form to the NACM Connect booth to get your raffle ticket for the Exhibitor Game drawings – \$200 Visa gift cards. The drawing on the first day will take place at the reception. The drawing on the second day will take place before the closing keynote. **Must be present to win.**

DOOR PRIZE

Just for being at the conference, the raffle ticket in the back of your name badge enters you into the drawing for our door prize on the first day. As always, the door prize is courtesy of our fabulous partner, Caine & Weiner. The winning ticket will be drawn at the reception on the first day. **Must be present to win.**

50/50 RAFFLE

By purchasing 50/50 raffle tickets you have the opportunity to support the Robert Vodraska Scholarship Foundation. Many of our members wishing to continue their education in the credit field or to get their professional designations do not have the financial ability to attend classes. Here's where you can help them and the future of the credit profession! Winner will be drawn before the keynote on the second day – you do not have to be present to win.

WHEEL OF FORTUNE

It's gotten so popular we have to offer this chance to win \$10, \$25, \$50 or \$100 gift cards. \$5 a spin, win the prize you land on. This also benefits the Robert Vodraska Scholarship Foundation.

UTA Keynote Speaker Day 1 and \$1000 giveaway.

D&B On-site Guide

CAINE & WEINER Door Prize

CLLA Morning Break Day 1

HANDLE Lunch Day 1 | Keynote Speaker Day 2

NTCR Breakfast Day 1

NACM NATIONAL Breakfast Day 2

RETAILSTAT Afternoon Break Day 1

THANK YOU TO OUR

Sponsors

DAY 1 WEDNESDAY OCTOBER 23

7:30 – 8 a.m.

REGISTRATION AND BREAKFAST

8 – 8:15 a.m.

WELCOME REMARKS NACM CONNECT PRESIDENT, PHIL LATTANZIO, CCE

8:15 – 9:15 a.m.

CONNECT TO WHAT MATTERS OPENING KEYNOTE SPEAKER: CHARLIE RUIZ

9:15 – 9:45 a.m.

BREAK

	ROOM B	ROOM C	ROOM D
9:45 – 11 a.m.	FRAUDULENT CREDIT APPLICATIONS Amy Cook, CCE, McNaughton McKay Electric Company; Martine Dyer, CCE, CCRA, Restaurant Equipment Services; Matt Mezger, CBA, Uline	EFFECTIVE RISK MANAGEMENT STRATEGIES/USING ARTIFICIAL INTELLIGENCE IN THE BRAVE NEW WORLD OF CREDIT Lee Fahrrenz and Matt Cobo, Allianz Trade	FINANCIAL STATEMENT ANALYSIS - PART 1 Curtis Litchfield, CCE, Land O' Lakes/Purina
11 – 11:30 a.m.	BREAK		
11:30 – 12:30 p.m.	THE IMPACT OF BANKRUPTCY - DEEPER THAN YOU THINK James Brown, BKWire	EXTENDING CREDIT TO EMERGING INDUSTRIES: NAVIGATING RISKS AND SEIZING OPPORTUNITIES Amy Cook, CCE, McNaughton McKay Electric Company, Jeff Weber, Uline	FINANCIAL STATEMENT ANALYSIS - PART 2 Curtis Litchfield, CCE, Land O' Lakes/Purina
12:30 – 1:30 p.m.	ROOM A ALL CONFERENCE LUNCHEON		
1:30 – 2:45 p.m.	RECENT DECISIONS AND TRENDS IN BANKRUPTCY CASES AND LESSONS FOR TRADE CREDITORS Brian Jackiw, Thomas Fawkes, Jason Torf, Tucker Ellis	SEEING THE FUTURE: USING AI TO PREDICT AND ACT ON FUTURE DEDUCTIONS Dexter Peavy, Emagia	CASH FLOW ANALYSIS John Jaeger, CCE
2:45 – 3:15 p.m.	BREAK		
3:15 – 4:30 p.m.	THE FINANCIAL EFFECTS OF EXTENDING PAYMENT TERMS (AND OTHER TOPICS) Curtis Litchfield CCE, Land O' Lakes; Caroline Perkins, CCE, Mickey Thompson Performance Tires; Curt Rothlisberger, CCE, CICE, Ardagh Metal Beverage USA Inc.; Erica White, CCE, Ferguson Enterprises	IV YEARS OF SUBCHAPTER V: A SMALL BUSINESS BANKRUPTCY RETROSPECTIVE Bruce Nathan, Michael Papandrea, Bankruptcy and Restructuring Department, Lowenstein Sandler LLP	CASE STUDY John Jaeger, CCE
4:30 – 5:30 p.m.	NETWORKING HOUR IN THE EXHIBIT HALL - OPEN BAR Hosted by the Exhibitors		

DAY 2 THURSDAY OCTOBER 24

8:15 – 8:30 a.m.

REGISTRATION AND BREAKFAST

	ROOM B	ROOM C
8:30 – 9:45 a.m.	MASTERING ACCOUNT RECEIVABLE CASH FORECASTING Curtis Litchfield, CCE, Land O' Lakes; George Schnupp, CCE; Brittany Yvon, CBA, CICP, OMG, Inc.	FRAUD IN B2B COMMERCE, NOW POWERED BY GENERATIVE AI Ben O'Connor, Nuvo
9:45 – 10:15 a.m.	BREAK	
10:15 – 11:30 a.m.	HEROES AND HORRORS: TRIUMPHS AND TRAGEDIES UNVEILED (NAVIGATIONS CREDIT THROUGH THE EYES OF THE COURT) Wanda Borges, Borges & Associates	10 THINGS TO KNOW ABOUT EXTENDING CREDIT IN MEXICO Romelio Hernandez, HMM
11:30 a.m. – 12:45 p.m.	ROOM A ALL CONFERENCE LUNCHEON	
12:45 – 2 p.m.	FROM NEWBIE TO MANAGER - CAREER PATHING IN CREDIT Kendra Gerdes, Systems, LLC; Leslie Harrison, CGA, SPHR, NACM Connect; Brendon Misik, CCE, CICP, Nutrien	DENYING CREDIT John Jaeger, CCE; Adam Ross, CCE, Nutrien
2 – 2:15 p.m.	BREAK	
2:15 – 3:30 p.m.	ECONOMIC UPDATE Closing Keynote Speaker: Byron Shoulton	
3:30 – 4:30 p.m.	NETWORKING HOUR	

Chicago CREDIT CONFERENCE 2024