

St. Louis FALL CREDIT CONFERENCE

PRODUCTS AND SERVICES

COMMERCIAL COLLECTION SERVICES

Electronic Claims Placement
Maximum Dollar Recovery
Personal Service

EDUCATION

Workshops and Seminars
Webinars
On-Site Training

INSTITUTE OF CREDIT

Annual Credit Conferences
Credit 101, Credit 102 and Credit 103
Professional Designation Programs
Self-Study and Exam Review Courses

CREDIT GROUP SERVICES

Industry Credit Groups
Online Credit References
SAP Users Group
International Credit Professionals Group

PUBLICATIONS, ETC.

Business Credit Magazine
CreditConnections Newsletter
Bimonthly e-Newsletter
Online Member Community - InterConnections

CREDIT REPORTING SERVICES

Commercial Credit Reports
Consumer Credit Reports
International Credit Reports
Portfolio Risk Analysis

OTHER SERVICES

Billing Solutions Services
Cash Flow Solutions
Check Guarantee Services
Credit and Deductions
Management Software
Credit Application Processing
Credit Card Processing
Credit Insurance
Credit Risk Management
Critical Document Management
Electronic Funds Transfer
Online Bill Pay
Online Credit Applications
Retail Account Monitoring
UCC and Mechanics Liens Filings
Sales Tax Management Software



St. Louis

FALL CREDIT CONFERENCE

September 10 & 11, 2025

ONSITE GUIDE



3005 Tollview Drive | Rolling Meadows, IL 60008
P 847.483.6400
info@nacmconnect.org | www.nacmconnect.org

Register at www.nacmconnect.org

Game Rules

EXHIBITORS GAME: A CREDIT CRIME MYSTERY

Who did it? What was the crime? Where was the crime committed? You are a Credit Crime Detective. Your mission is to find the suspect, discover the crime, and identify the city where the crime took place. With your credit crime card, visit each of the vendors to gather "clues" to uncover and discover the suspect, crime, and city. Hint: a couple vendors have 2 clues. You may have to visit them twice. Don't forget to visit the Scholarship table to get your final clue. Cast your final guess at the NACM Connect table to win BIG - \$200 Visa gift cards. Those who guess correctly will be entered into a drawing to win the 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 Conference Bags
D&B Lunch
CAINE & WEINER Door Prize
CLLA Morning Break
HANDLE Keynote Speaker
NTCR Breakfast
NACM NATIONAL Breakfast

THANK YOU TO OUR

Sponsors

St. Louis CREDIT CONFERENCE 2025

DAY 1 WEDNESDAY SEPTEMBER 10

7:30 – 8:00 a.m.	REGISTRATION AND BREAKFAST	
8:00 – 8:15 a.m.	WELCOME REMARKS <i>NACM CONNECT PRESIDENT, PHIL LATTANZIO, CCE</i>	
8:15 – 9:15 a.m.	THE CREATOR MINDSET: HOW TO BE MORE CREATIVE AT WORK <i>OPENING KEYNOTE SPEAKER: NIR BASHAN</i>	
9:15 – 9:45 a.m.	BREAK - FLORENZ	
	MILANO I	MILANO II
9:45 – 11:00 a.m.	BUILDING A CHAMPIONSHIP TEAM <i>Mike Hill, CCE, MiTek Inc.; Jason Mott, CCE, MFA Incorporated</i>	TERMS OF SALE AND COST OF AR <i>Curtis Litchfield, CCE, Land O' Lakes/Purina</i>
11:00 – 11:30 a.m.	BREAK - FLORENZ	
11:30 a.m. – 12:30 p.m.	SCENARIO ANALYSIS AS AN ESSENTIAL TOOL FOR CREDIT RISK MANAGEMENT <i>Sohini Chowdhury, PhD, Moody's Analytics</i>	HOW TO HANDLE DIFFICULT CONVERSATIONS <i>Diana Crowe, NACM Southwest</i>
12:30 – 1:30 p.m.	FLORENZ All Conference Luncheon	
1:30 – 2:45 p.m.	STANDBY LETTERS OF CREDIT BOOTCAMP <i>Brian Jackiw, Partner, Tucker Ellis LLP Thomas Fawkes, Partner, Tucker Ellis LLP</i>	COST-EFFECTIVE AND EFFICIENT WAYS TO MITIGATE RISK AND PRIORITIZE COLLECTIONS <i>Rich Steinkoenig, NACM Connect; Heidi Jerabek, Foley Equipment Company; Jennera Clark, The Equity</i>
2:45 – 3:15 p.m.	BREAK - FLORENZ	
3:15 – 4:30 p.m.	CHALLENGES & SUCCESSES OF EMERGING LEADERS <i>Dallas Kleiboeker, CBF, MFA Incorporated; Victoria Simpson, Echo Electric; Zeb Miller, CCRA, TricorBraun Inc</i>	WHERE IS CHAPTER 11 HEADED IN 2026 AND BEYOND? <i>Andrew Behlmann, Partner, Lowenstein Sandler LLP; Colleen Restel, Partner, Lowenstein Sandler LLP</i>

4:30 – 5:30 p.m.
FLORENZ

RECEPTION AND NETWORKING EVENT HOSTED BY THE EXHIBITORS

DAY 2 THURSDAY SEPTEMBER 11

8:00 – 8:30 a.m.	REGISTRATION AND BREAKFAST	
	MILANO I	MILANO II
8:30 – 9:45 a.m.	FRAUD UNMASKED: DETECTING THE SIGNS - PREVENTING THE CRIME <i>Wanda Borges, Esq., Borges & Associates LLC; Matt Fluegge, United Transactions</i>	AUTOMATION IN CONSTRUCTION CREDIT <i>Chris Ring, NACM's Secured Transaction Services</i>
9:45 – 10:15 a.m.	BREAK - FLORENZ	
10:15 – 11:30 a.m.	FINANCIAL STATEMENT ANALYSIS <i>Curtis Litchfield, CCE, Land O' Lakes/Purina</i>	THE ART OF NEGOTIATION <i>Marc Davenport, Caine & Weiner</i>
11:30 a.m. – 12:45 p.m.	FLORENZ ALL CONFERENCE LUNCHEON - VENDOR BOOTH PRIZES	
12:45 – 2 p.m.	TECHNOLOGY: MOVING FORWARD WITH AI <i>Staci Cima, CCE, Echo Electric; Erica White, CCE, Ferguson; Aaron LeHew, Esker</i>	USE DATA TO ALIGN MANAGEMENT AND BOOST YOUR VALUE <i>Brian Suthoff, Truvert</i>
2 – 2:15 p.m.	BREAK - FLORENZ	
2:15 – 3:30 p.m.	2026 ECONOMIC CRYSTAL BALL: "ROCK AND ROLL" OR MORE "WAIT AND SEE"? <i>Economic Keynote Speaker: Keith Prather</i>	
3:30 – 4:30 p.m.	NETWORKING HOUR	