

Journey to Earning an NACM Designation

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Education plays a key role in opening the door to new opportunities. It helps you gain experience and knowledge to grow in your career, and shows dedication to the credit profession. NACM's Professional Certification Program has helped several credit managers elevate in their careers and acknowledge their expertise.

"Starting a new journey is always stressful, but the knowledge you gain is immeasurable," said Tami Longmeyer, CCRA, CBA, debt collection analyst at Office of Natural Resources Revenue (Littleton, CO). "Your designation will give you the knowledge and confidence to provide valuable feedback when asked about any information regarding credit requests. Because of the skills I've gained, I'm able to accurately and efficiently provide that feedback."

Earning a designation allows you to gain a new perspective when making credit decisions because you've done a deeper dive into everyday functions. "I think it's really easy to get lost in the weeds of your day-to-day and what's just right in front of you," said Graham Brockway, CBF, credit manager at Ferguson Enterprises, LLC (Liberty Township, OH). "I think the course itself helps refresh you on a lot of key concepts that may not be pertinent to you on your day-to-day but are important to having a deeper understanding rather than the baseline generic knowledge. I'm a big believer in constantly finding ways to improve yourself and earning designations give you more knowledge to build upon in your profession."

Additionally, NACM's certification program provides the opportunity to add more value to your credit department. Learning more about the ins and outs of a credit department and your specific role can help both you and your company. "We've had several situations where companies may not have had the money to pay royalties that were due and needed a payment plan, and we were able to gather their financial documents and analyze the financial health of the company to determine how long we would need to set up payments for them," said Rebecca Dyess, CCRA, CBA, supervisory financial analyst at Office of Natural Resources Revenue (Littleton, CO). "Taking the *Financial Statements II* course has been helpful in order to have industry standards for evaluating credit and financial health of a company to refer to and we have been able to use the education we learned on financials in order to do so."

Earning designations helps members excel and motivates credit professionals to always be eager for more education. "My team and I have been very happy with the support and the resources we've gotten from NACM," said Dyess. "The comradery and information we gathered from these resources have helped us be able to put together our program."

You can visit [NACM's Website](#) for more information on the Professional Certification Programs offered.