

Why Associations Matter to Modern Members

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Associations, like the [National Association of Credit Management \(NACM\)](#), play a pivotal role in fostering professional development by serving as hubs for networking, knowledge exchange, and collective growth. In the modern landscape, the role of association members has evolved significantly. Active involvement, from volunteering on committees to spearheading initiatives, not only benefits a professional's own growth but also drives innovation and adaptability within the association itself. As a result, associations and their dynamic members have become powerful engines of professional development, capable of shaping industries and catalyzing positive change.

Educational Opportunities and Career Advancement

NACM's [Knowledge Center](#) offers a vast array of educational opportunities that can make credit professionals an expert in their field. From in-person courses to online self-study courses, each credit professional can learn according to their learning style and schedule.

Erica White, [CCE](#), regional credit manager at Ferguson Enterprises LLC (Elmhurst, IL) attended the [Graduate School of Credit & Financial Management](#) (GSCFM), a hybrid educational program that focuses on four essential business and professional growth disciplines: Advanced Financial Statement Analysis; Legal Environment of Credit, Advanced Negotiations and Leadership. "Not only was it rewarding, but it was also a great way for me to network with other credit managers," she said.

The educational programs offered are meant to align with the values and goals of trade creditors. Joshua Nolan, [CCE](#), senior director of financial operations at PrePass (Phoenix, AZ) said his move to get his NACM membership was a strategic choice. "Their dedication to professional growth and collaboration became the cornerstone of my journey in credit management," he said. "At the time, the values and vision of NACM resonated with my own, propelling me into the realm of this influential membership."

NACM's [Certificate Programs](#) are sources of credit-specific information which enhance the performance of credit professionals of all levels. The six levels of certifications offered by NACM's [Professional Certification Program](#), grant credit professionals the expertise in various aspects of credit management. The designations earned not only increase the professional's credit knowledge but provide them with the necessary skills to become a credit leader and asset for their company. White said she gained invaluable education and knowledge after earning her [CBA](#), [CBF](#) and [CCE](#) certifications through the program.

In addition to the many in person education programs, NACM also offers webinars so to ensure that availability to quality, targeted education abounds. NACM's [Unlimited Webinar Program](#) offers a one-year subscription pass to attend all of national's webinars to any employee of a member company for one fee, which works out to be \$100 per month. The unlimited webinar program makes asking permission for each offering a thing of the past—it's easy and convenient, empowering staff to consume as much content as they want.

Staying Current

NACM ensures that members are informed on the latest B2B credit trends. Somer John, AR team lead at Trinity Logistics (Seaford, DE) became an NACM member a couple of years ago simply to have access to webinars, but now has access to various avenues of information such as NACM's [eNews](#) newsletter and [Business Credit magazine](#). "The training, webinars and articles have been very useful in keeping up with what is happening in the credit world, as well as helping to strengthen my credit skills," John said.

Credit professionals can stay up-to-date on credit industry trends and participate in the following:

- [Extra Credit](#) podcast: published every Friday, focused on informing credit professionals about the latest B2B credit trends.
- [NACM Blog](#): published twice a week, features two extraordinary members for their achievements.
- [Expert Credit Briefs](#): a collection of whitepapers powered by NACM Thought Leaders.
- [Credit Essentials](#): a monthly overview of all major events, offerings, education and highlights provided by NACM.

"I would tell any potential NACM member that you won't know the value until you dive into it," said Kim Marszalek, [CCE](#), [CCRA](#), credit manager at Madix Inc. (Terrell, TX), who's been an NACM member since 2017. "For example, I discovered and participated in NACM's [Credit Manager's Index](#) (CMI) survey, a forward-looking, leading economic indicator which is steadfast in getting results from credit managers on the state of the economy."

In addition, credit professionals have access to global economic and credit industry information offered by the [Finance, Credit & International Business Association \(FCIB\)](#), such as [The Week in Review](#) newsletter.

NACM's [Secured Transaction Services](#) (STS) serves as an additional tool in construction credit, saving credit professionals time spent on preliminary notices or navigating different mechanics liens. One service that STS offers is the [Lien Navigator](#), a guide to notice, lien payment bond and suit time requirements for all 50 states, D.C. and Canada. Like NACM, STS is consistent and adamant about being an extension of your credit team.

Networking Opportunities

From annual conferences like [Credit Congress](#), credit professionals can connect and expand their network with others in their field. For example, NACM's [Thought Leadership Groups](#) are monthly groups for credit professionals to network and discuss trends in their field. "The Thought Leadership Discussion Groups are a safe space to talk to others who may be facing different or similar challenges as far as leading different associates," White said. "If you really capitalize on everything that is offered and get involved with NACM, you will reap the rewards from a large network of like-minded individuals."

Making connections through NACM can have a positive long-term impact on a credit professional's career. Marszalek is able to reach out to any NACM member or staff for questions. John finds NACM helpful in connecting with other credit professionals in the same industry to exchange tips and get advice. "I would highly recommend joining NACM," she said. "Even if you've been a credit professional for many years, there is always more to learn and it's a great way to keep up with our ever-changing times. We all have something to learn from and to teach others."