


Wisdom for Credit professionals in their 20'S and 30's

Kevin Stinner CCE, CCRA

Kevin Stinner

- Kevin has been in the field of credit and collections 2007. He earned his BA in Business Management and leadership in 2001 from Blackburn Collage, and a MBA with emphases in management in 2004 from AIU. He is currently a Credit Manager with Crop production services where he has worked since 2007. He earned his CCRA in August 2013 and CCE in November 2011. He is currently a vice chair of the NACM Gateway Advisory Board, and chairman of NACM Gateway Education Committee, and member of the Editorial committee for Business Credit magazine. Kevin has been published in Business Credit magazine, a webinar presenter for NACM national, and a presenter for NACM Credit Congress, and has spoken at several venues for both NACM gateway and NACM Connect. Kevin was awarded the Gateway region's 2015 Credit Excellence award.



Tell me and I'll forget,

Teach me
and I'll remember,

Involve me and
I'll learn.

- Ben Franklin

Survey Question #1

- What is your age group?
- 1. 20-24
- 2. 25-29
- 3. 30-35
- 4. 35-39
- 5. 40+

- Career path
- Why Credit
- Goals
- Tips and tricks
- Setting yourself for success



Career Path

- 20's and 30's
- 40's and 50's
- 60's +





Why Credit

Survey question #2

- How did you get in to credit?
- I have always wanted to be in credit.
- I wanted to be in credit since college.
- I wanted to be in credit since they read the want add/job post for a credit job.
- I did not want to be in credit their job roles changed and they fell in to it.

Survey question #3

- How long have you been in credit?
- Just started. (less than 1 year)
- 1-4 years
- 5-9 years
- 10+ years

Why Credit

- Credit professionals are a special group of people.
- Every day can bring new challenges.
- Kevin's reason.

Survey question #4

- Do you set goals?
- Yes all the time.
- Yes some of the time.
- Not often.
- What's a goal?

Goals

- Setting Goals
- Monitoring your Goals
- Achieving your Goals
- Setting new Goals.



Setting Goals

- Goals should be achievable
- Goals should not be too easy to achieve
- They should be measurable
- You need to have control over them
- Set both short and long term goals
- If your having trouble setting goals
 - Look for a mentor
 - Look on line for help (NACM.org)
 - Talk to people in the industry for ideas
 - Others

Monitoring your Goals

- Identify the steps to achieve your goals.
- Create a timeline or work flow chart to achieve that goal.
- Make miniature goals to achieve one big goal.
- Put a list of your Goals where you can see everyday.
- Have some one help hold you accountable.
- Find your personal motivation.
- Just do it!

Achieving your goals

- Review the steps to achieve your goals.
- Reword your self.
- Recognize people who may have helped you along the way.



Set new Goals

- Don't get complacent, always look for new goals
- Make your goals more challenging than the last



Tips and tricks

- AKA

Don't do what Kevin did.

Tips and tricks

- Don't be complacent, this is your time to advance your career
- Don't bounce around
- Get involved in _____.
- Build your network
- Be mindful of yourself and don't burn bridges
- Enjoy what you do
- Be proud of what you do and take pride in it
- Be professional

Tips and tricks

Continued

- Be respectful.
- Set your goals and find some one to help you achieve those goals.
- Think about your future.
- Consider a NACM Designation.

Setting yourself for success

- Don't be afraid to volunteer for extra responsibilities.
- Educate your self.
 - Use the resources at your disposal.
 - Look to NACM for guidance.
 - Know your business.
 - But don't expect immediate results.
- Offer thoughts and ideas but don't over sell it.



- Questions????

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