

# CREDIT AND FINANCIAL DEVELOPMENT DIVISION

# NEWS LETTER



The Official Publication of the NACM Credit and Financial Development Division

June 2017

## Letter from...

**Ellen Wodiuk, CCE, ICCE**  
**CFDD National Chairman**



It is my honor and pleasure to serve as National Chairman for 2017-2018.

I would like to thank Kim Lancaster, CCE, CICP, for her leadership as National Chairman and “bringing vitality to our CFDD organization.” We appreciate her enthusiasm and willingness to be there coaching and mentoring us to excel.

I thank Val Hardesty, CBA, CICP, for all her hard work as Vice Chairman Membership and Publicity. The newsletters were outstanding! At the CFDD National conference Val took the time to highlight the chapters around the country with a visual display of their outings, newsletters and seminars. Thank you for going the extra mile to highlight their vitality in action.

Continued support and commitment to CFDD amazes me as I see the time and energy that the chapter presidents and vice presidents make. Thank you as well.

The local boards, area directors and members spend selfless hours making CFDD a meaningful journey, not only for themselves, but also for the chapters they help facilitate. Thank you for the time spent to write articles, share experiences and simply *caring*.

We are all aware that retaining membership is one of our biggest challenges. The other alarming warning sign is the chapters that are totally shutting down. I applaud the leadership that tried tirelessly to repair, mentor and coach those chapters through that process.

My theme for the year is, *“If it doesn’t challenge you, it won’t change you.”* ~Fred DeVito

Being challenged to change motivates us to react. Remember we are changing the way we present our chapter news at the CFDD National Conference. Keep this in mind as you prepare for that meeting. Ignite and wow us with your presentations! Embrace the change and make this a fun experience.

Also, remember to utilize your surroundings. The talent pool of professionals all around us is willing to share their experiences and knowledge. We are still preparing and placing programs for local chapters to use in their monthly meeting rotations. Charlene Gothard, CBF, Barbara Condit, CCE and Lori Jones, CCE have all placed new programs on the National website. Thank you.

The CFDD National Conference will be in Omaha, NE from September 20-22, 2017. This is our chance to welcome new attendees with the VIP buddy-up programs. Kim will facilitate the M & M program—Mentors for Members. We will hold the meet and greet after the board meeting so we can truly welcome all to the conference.

I am looking forward to working with all of you this coming year and again, thank you for joining me on the journey as we discover how we can “challenge ourselves to change.”

## Inside...

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**Early Bird:** \$399 (by August 11)  
**Members:** \$450, **Non-members:** \$525

See page 6 for **program highlights**.  
See page 7 for **Silent Auction information**.

**Register Now!**



# Partnerships and How to Deal with Them

## GENERAL PARTNERSHIPS

### Formation and Termination

To form a general partnership (GP), the parties must be “an association of two or more persons carrying on a business for profit.” Courts often look at several factors in determining the existence or non-existence of a partnership, including: (1) the intention of the parties to be partners; (2) the receipt or right of parties to receive a share of the profits of the business; (3) the participation, or right to participate, in the administration and control of business operation; (4) the investment of money or services by each party; and (5) common ownership of property.

A partnership is a legal entity, meaning it has a separate legal existence distinct from its constituent partners. If one or more partners cease to be a partner in the partnership, that event alone does not necessarily affect the continued legal existence of the partnership as an entity. Rather, a partnership ceases to exist only once it is terminated in accordance with the pre-existing partnership agreement (if applicable), by the agreement of the partners, or as legally required, and after its business affairs are wound up.

It is important to determine the type of partnership requesting an extension of credit. If it is a general partnership, it will be important to dig into not only the creditworthiness of the general partnership itself, but also the creditworthiness of the individual partners of the business.

### Capital Accounts and Partnership Property

A partner’s capital account (also called a capital contribution) represents the net amount owed both to and by such partner with respect to that partner’s interest in the partnership. Unless the partners agree otherwise, the default rule is that each partner is entitled to share equally in the partnership’s profits and to share losses in proportion to such partner’s share of the profits.

Partnership property may consist of property that is contributed to the business by the individual partners as well as any property or cash thereafter acquired by the partnership. Profits received from the business activities of the partnership also become the partnership’s property, as do goods manufactured or other types of capital produced or acquired by the partnership in its operations.

It is important to understand that a partnership interest, for creditors’ purposes, consists of economic rights only; it is a share of the profits and losses of the partnership, along with the right to receive distributions, but not the right to participate in the management of the partnership or the right to be admitted as a partner.

### Management

Unless otherwise agreed by the partners, all partners in a general partnership have equal rights in the management and conduct of its business, with a “majority rules” approach to matters arising in the ordinary course of business.



### Third Party Liability

To enforce liability against a partnership, a creditor or other third party may bring an action against the general and/or any or all of its partners individually, since individual partners of a general partnership are typically held to be jointly and severally liable to the full extent of the obligations of the partnership. Accordingly, a creditor can choose to enforce claims against the partners of a general partnership as a whole, or may pick and choose which partner or partners it pursues in satisfying obligations, and further that one partner may be liable for the entire debt of the partnership to a creditor (though such partner could later go back to his or her other partners to seek contribution for the portions such partner paid unequally). Note the distinction however, that the inverse is not true: having a claim or filing suit against an individual partner does not necessarily thereby make the whole partnership liable.

### Death of a Partner

The death of one or more partners does not, by law, terminate a partnership nor does it necessarily terminate existing contracts to which the partnership is a party except in the event of special circumstances, such as where the performance of services by the deceased partner was personal in nature and an essential part of the contract. Where the partnership assets are insufficient to fully repay its obligations, a creditor of the general partnership may have recourse as against the assets of the surviving partners and the estate of the deceased partner.

### Dissolution of Partnership

Unlike a corporation, partnerships are not presumed to be perpetual in existence. The dissolution of a partnership may be affected by agreement of the parties, through court proceedings, or by reason of some occurrence that affects a dissolution. One reason for dissolution is the bankruptcy of the partnership.

## LIMITED PARTNERSHIPS AND LIMITED LIABILITY PARTNERSHIPS

Like general partnerships, limited partnerships (LPs), and limited liability partnerships (LLPs), are non-corporate business entities with a separate legal identity distinct from their constituent partners.

### Introduction

LPs consist of any number of limited partners but must have at least one general partner. The general partner, remains personally liable for the debts of the LP, typically controls management of the LP and carries on the day-to-day business and affairs of the LP. The limited partner(s), who are akin to shareholders in a corporation shielded from personal liability, invest money or other property in exchange for certain rights, including the right to participate in the profits of the business venture, and usually (though not always), voting and informational rights. The general partner may be an individual or an entity. Therefore, when dealing with an LP it is critical to assess the assets and creditworthiness of the LP itself, as well as determining who the general partner is, what kind of entity the general partner might be, and whether the general partner is financially sound.

### LPs and LLPs

LLPs are distinct from LPs in that limited liability is granted to all partners, not just the subset of non-managing “limited partners.” Another significant feature distinguishing LPs and LLPs from general partnerships is the requirement of a partnership agreement.

### Third Party Liability

The general partner or partners of an LP retain the same powers and are subject to the same liabilities to creditors as a partner in a general partnership, while the limited partner or partners (who, so long as they are not also general partners and who do not participate in the control of the business) are generally liable only up to their investment in the partnership and are not liable for the debts and obligations of the LP.

Like a general partnership, an LP may make an assignment for the benefit of creditors or file a petition in bankruptcy. After all the general creditors are paid, a limited partner may share in the firm assets on a claim for capital contribution and loans. In most other respects, the insolvency of limited partnerships is substantially the same as that of a general partnership.

*Excerpted from the NACM Manual of Credit and Commercial Laws, Volume I, General Business Law, Related Statutes and Collections, Chapter 1, Partnerships and Joint Ventures: Their Legal Obligations and How to Deal with Them. For the full text of this chapter or information on contracts, escheatment, letters of credit, secured transactions, credit applications, negotiable instruments, bankruptcy, antitrust, SOX and many other relevant topics, please consult the manual. The current edition of all four volumes of the Manual of Credit and Commercial Laws is available at the [NACM Bookstore](#).*

## Chapter News



### CFDD Charlotte

The Charlotte Chapter installed new officers at their April meeting.

**President**—Elizabeth Honeycutt, MSC Industrial  
**VP Program**—Stephanie Moore, CBA, CICP, Atlas Copco  
**VP Membership & Publicity**—Kerri McCullough, BeaconMedaes  
**Secretary**—Glen Crow and Tammy Gibson, Mann + Hummel  
**Treasurer**—Jayme Knapp, Carrier Enterprise  
**Member at Large**—Micherra Marshall, CBF, Assa Abloy  
**Member at Large**—Tanya Clinton, CBA, Piedmont Plastics





## CFDD Charlotte/Raleigh

The Charlotte and Raleigh Chapters held a Joint Educational Seminar in May. There were 35 attendees at this half-day event. A great time was had by all! It was coordinated by Raleigh Chapter President Sam Harrison and Charlotte Chapter President Elizabeth Honeycutt. The event planning team was Donna Michell, CBF (Raleigh) and Val Hardesty, CBA, CICP (Charlotte).



## CFDD Louisville Chapter

What a year 2017 has been for CFDD Louisville already. It is growing tremendously, welcoming five new members so far this year. The membership has worked hard to get to the magic number of 40 members. Currently, they are in the midst of a membership drive. Membership Chair Brenda Cox and Chapter President Sam Clemons, Jr. asked members to invite someone in the field who is NOT a coworker to the next meeting at the end of June. Those who invited a qualified person will be eligible to win a \$25 Visa gift card. The invited guest will also be eligible for a separate \$25 Visa gift card prize. Many of the members have friends in the field, but don't think to invite them to CFDD; coworkers seem easier to approach and discuss the benefits of networking, educational opportunities, scholarships, etc.

### *Reminder to All CFDD Chapters*

As CFDD chapters elect new boards of directors, please keep CFDD National in the loop! Please send an email to National ([cfdd@naem.org](mailto:cfdd@naem.org)) with contact information for all newly installed board members. We appreciate your help in this matter.



# CFDD NATIONAL CONFERENCE

**September 21-22, 2017 • Embassy Suites by Hilton Omaha • Omaha, NE**

**CFDD National is pleased to announce that the 2017 CFDD National Conference will be held in Omaha, Nebraska.**

Join us September 21-22 at the Embassy Suites by Hilton Omaha—Downtown/Old Market for informative education sessions and productive, entertaining networking opportunities. Add us to your calendar today.

## **SILENT AUCTION**

CFDD National is excited to again be hosting a Silent Auction at our National Conference. We are seeking donations from CFDD members, member companies and chapters for the CFDD-National Silent Auction. All proceeds go to our scholarship fund ... which, in turn, benefits YOU! Let's make this a great event and aid in awarding more scholarships to our members.

All donations are tax deductible. Some suggested items of interest are: gift cards (starting at \$25) to national chain restaurants and stores; small electronics; jewelry; and purses. We ask that all donations be received by August 11, 2017. The Silent Auction Donation Form can be downloaded from the CFDD [website](#).

**Early Bird Deadline: August 11, 2017  
REGISTER NOW TO SAVE!**

## **REGISTRATION**

	By Aug. 11	After Aug. 11
<b>Member</b>	<b>\$399</b>	<b>\$450</b>
<b>Non-Member</b>	<b>\$475</b>	<b>\$525</b>
<b>Additional Friday Dinner Ticket</b>	<b>\$69</b>	<b>\$69</b>

## **HOTEL**

The special conference room rate is \$149 a night for single/double occupancy. Please call 1-800-Embassy, and request the CFDD National Conference rate. Or, make reservations [online](#). The hotel deadline is September 5, based upon availability.

**Refund Policy:** All cancellations and requests for refunds must be made in writing to [conventions\\_info@nacm.org](mailto:conventions_info@nacm.org). Registration fees, less a \$50 processing charge, will be refunded for written cancellations received by NACM-CFDD on or before August 11, 2017. Between August 12 and August 25, only 50% of the fee will be refunded for written cancellation requests. Due to financial obligations, no refunds will be issued for cancellations received after August 25; however, substitutions may be made at anytime.



September 21-22, 2017 • Embassy Suites by Hilton Omaha • Omaha, NE

## Conference Schedule

### Wednesday, September 20

3:00-6:00pm **CFDD Board Meeting**  
7:00pm **Meet & Greet**

### Thursday, September 21

8:00-8:45am **Continental Breakfast**  
8:45-9:00am **Conference Welcome**, Ellen Wodiuk, CCE, ICCE  
9:00-10:30am **Leaders vs. Managers**, Marlene Groh, CCE, ICCE and Val Hardesty, CBA, CICP  
  
10:30-10:45am **Break**  
10:45am-12:00pm **Predicting the 2018 Economic Future: Risky Business**, Keith Prather  
12:00-1:00pm **Lunch**  
1:15-2:45pm **Financial Ratios: What Do They Mean?**, Lori Jones, CCE  
2:45-3:00pm **Break**  
3:00-4:30pm **Adapting to Change through Mergers & Acquisitions**, Mary Moore, CBA and Dave Beckel, CCE  
  
4:30-5:00pm **Recap of "Best Tip of the Day"**, Ellen Wodiuk, CCE, ICCE  
5:30-7:30pm **Networking Social and Silent Auction**

### Friday, September 22

8:00-9:00am **Continental Breakfast**  
9:00-10:15am **Business Meeting**  
10:15-10:30am **Break**  
10:30am-12:00pm **Strategically Unveiling Potential Revenue Streams for Your Company's Bottom Line**, Chris Birdwell and Heidi Lindgren-Boyce, CCE  
  
12:00-1:00pm **Lunch**  
1:15-2:45pm **Customer First!**, Bob Karau, CICP  
2:45-3:00pm **Break**  
3:00-4:45pm **Best Practices Roundtable**, Wendy Mode, CCE, CICP  
4:45-5:00pm **Closing Comments**, Ellen Wodiuk, CCE, ICCE  
6:00pm **Networking Dinner and Dessert Auction**



# CFDD National Silent Auction

**CFDD National Conference**

**September 21-22, 2017 • Omaha, NE**

We are seeking donations from CFDD members, member companies and chapters for the CFDD-National Silent Auction. All proceeds go to our scholarship fund ... which, in turn, benefits YOU! Let's make this a great event and aid in awarding more scholarships to our members.

All donations are tax deductible. Some items of interest are, but not limited to:

- Gift cards (starting at \$25) to national chain restaurants and stores
- Electronics
- Jewelry
- Purses

We ask that all donations be received by **August 11, 2017**. If you have questions, please contact: Cara Crown, 410-740-5560, [CaraC@nacm.org](mailto:CaraC@nacm.org)

We look forward to receiving your donation and seeing you in Omaha in September!

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## Silent Auction Donation Form

Donor's Name

Title

Company

Address

Phone Number

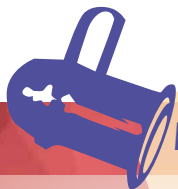
E-mail Address

CFDD Chapter

Item Description & Retail Value (Minimum value of \$25 please)

Please send all donations to: NACM – CFDD, Attn: Cara Crown, 8840 Columbia 100 Pkwy, Columbia, MD 21045  
Please mark all donations for CFDD National Conference to ensure proper storage.





## Member Spotlight

### Regina Bentley

Regina Bentley of Wayne Supply-Walker Machinery in Louisville, KY is the newest member of CFDD Louisville. The chapter is so happy to have her as a member after coming to a few meetings to check out the organization.

She was asked to provide feedback on the following:

- 1. What got you interested in CFDD Louisville?**  
*I relocated from Pikeville to Louisville for my job with Wayne Supply Company. Our credit department is very involved in CFDD Louisville. I was invited to the meetings by my coworkers, Karen Ferris and Lynn Kendrick, CBA. I was very pleasantly surprised to see how organized and informative the meetings and guest speakers were, and was excited to become a member.*
- 2. What do you hope to gain as a member of CFDD Louisville?**  
*I am very impressed with the educational classes that CFDD offers to the members in order to further their education, and I am looking forward to enrolling in a few of the classes.*
- 3. What is your favorite memory from high school/college?**  
*One of my favorite memories of college was the first day that I was on EKV campus. I felt amazed, excited and a little overwhelmed by what the future held. I guess that is the first time I realized anything is possible.*
- 4. If you could go back and tell your younger self one piece of advice, what would it be and why?**  
*If I could go back to my youth and give myself one piece of advice, it would be to put your faith first.*

### Debora Diamond-Burt, CCE, CICP

The CFDD Portland Chapter would like to introduce their new president, Debora Diamond-Burt, CCE, CICP.



Debora was introduced to CFDD in 1993 when she was working a temp assignment at Oregon Steel as a credit assistant. For her, this is where it all began. She worked with some wonderful people who gave her the opportunity to attend the CFDD meetings each month; it's where she met her mentor. The people she met at CFDD were so professional and knowledgeable they inspired her to achieve more! Though her journey was long, she never considered stopping until she reached her goals: CBA designation in 1996, Associate Degree in business administration in 2006, CICP designation in 2014, BS *summa cum laude* in accounting 2015 and her CCE designation in 2016.

Her theme this year for the Portland CFDD Chapter is due to her educational journey and the journey of many others. It's "Challenge Yourself—Thrive to Be the Best You Can Be!" Take a class, accomplish a degree, achieve certification and a designation!

The chapter knows Debora will inspire the members and looks forward to a year under her leadership where the "Chapter Will Thrive!"

## Awards & Achievements

CHAPTER	MEMBER	COMPANY	AWARD/ACHIEVEMENTS
Tacoma	Michael Reyes	Northwest Cascade, Inc.	CBA

### CFDD National's Educational Programs

Now available, CFDD National's Programs free of charge! Program topics include:

- Antitrust and You
- Ethics—It's a Matter of Choice
- Business Etiquette
- Mediation—An Alternative to Dispute Resolution
- Selling Marginal Accounts—Are the Rewards Worth the Risk?

These programs can be conveniently downloaded from the [CFDD Members Only](#) Area of the CFDD National website. Please check out these timely resources!

### Submit Your Topics for the Best Practices Roundtable

This year's Best Practices Roundtable session at the CFDD National Conference is a can't-miss event. Back by popular demand, this open forum discusses best practices and effective strategies. To contribute questions and topics of interest, please email Jill Leimbach at [jillL@nacm.org](mailto:jillL@nacm.org). All entries must be received by August 1.



# 2017 CFDD Awards and Installation Luncheon



The CFDD Annual Awards and Installation Luncheon at NACM's 121st Credit Congress & Expo held in the Gaylord Texan Resort Hotel and Convention Center in Grapevine, TX served as an upbeat and collegial setting in which to recognize and honor the achievements of CFDD members. Attendees also gathered to welcome the group's new leadership team and support membership through the CFDD Scholarship Award Program.

Kim Lancaster, CCE, CICP, Corporate Credit Manager with Standard Supply and Distributing Company in Dallas, stepped down as national chairman and assumed the role of immediate past chair, making way for the new national chairman, Ellen Wodiuk, CCE, ICCE, Vice President of Client Services at the Law Offices of Mark Kirkorsky PC in Tempe, AZ.



"Ellen, please know, that you have my continued support, along with the support of the Board and the entire CFDD membership," Lancaster said. "Vitality in CFDD is to allow ourselves to be more than what we are today, to have the passion for this organization which is unquenchable ... to maintain the spark and fire for CFDD and, to never let the spark go out. I encourage you to care for this organization as much as we care for ourselves," she said, speaking to the group.

NACM National Chairman Jay Snyder, CCE, ICCE, Vice President of Credit-Americas, Tech Data Corporation, Clearwater, FL, thanked Lancaster for her service and awarded her a Certificate of Appreciation and Pin." You fine tune your credit skills and expand not only your knowledge, but also your professional







network at every educational event you attend," he told the assembly. "You have become credit leaders because of your connection to CFDD and NACM. I want to thank each and every one of you for your support of CFDD and NACM—your passion for both organizations is an inspiration to me."

In accepting her new role, Wodiuk unveiled the theme that will guide her over the coming year: If it doesn't challenge you, it won't change you—a quote from fitness guru Fred DeVito. "Change is a constant we have experienced our whole life. Our family dynamic may change, our career path may change. And we all adapt to change. We have become familiar with change. But, what do we do when we are challenged?"

"Being challenged motivates us to react. We need to be challenged to change our membership shift, to revive it, to keep it growing. My message today is: We must move forward, we must be challenged enough to change. As I lead the CFDD team forward, I will challenge each of you, I promise. Make you uncomfortable, in a good way. Get you out of your comfort zone so that we as a collective group can move forward. I will ask you to react. I am hoping that you will take this challenge to heart."

An acknowledgement of CFDD's fundraising success was also a highlight of the organization's luncheon. Over the past year, CFDD's chapters awarded 28 scholarships for programs such as local and national conferences, seminars and CAP/ACAP classes totaling \$10,608. Taken together, CFDD chapters and CFDD National have awarded 34 scholarships at a total value of \$14,248. This brings the organization's cumulative total from 1990 to present to 7,788 scholarships worth \$1,774,782.

CFDD held its eighth annual Silent Auction at the CFDD National Conference last fall, as well as a dessert auction during the organization's networking dinner. Raising over \$8,800 in total from those two events helped provide enough funds to grant every qualified applicant a scholarship.



## National Scholarship Awards

### Application Fees

Nicole Boesch Albuquerque

### CFDD National Conferences

Barbara Condit, CCE	Minneapolis/Saint Paul
Larry Glenn, CBA	Kansas City
DeLinda Goodman, CCE	Louisville
Marlene Groh, CCE, ICCE	Charlotte
Brett Hanft, CBA	Portland
Val Hardesty, CBA, CICP	Charlotte
Natalie Hawn	Wichita
Eunice Helgeson, CCE	Minneapolis/Saint Paul
Barbara Herrera, CBA	Albuquerque
Margaret Hyneman, CCE, CICP	Seattle
Shawn Ismert, CBA	Kansas City
Lori Jones, CCE	Salem/Albany
Kim Lancaster, CCE, CICP	Dallas/Fort Worth

Heidi Lindgren-Boyce, CCE	Seattle
Kynan Marshall, CCE	Kansas City
Wendy Mode, CCE, CICP	Dallas/Fort Worth
Mary Moore, CBA	Omaha/Lincoln
Roberta Ortiz-Montoya	Albuquerque
Joni Page, CBA	Kansas City
Teresa Silva, CCE	Portland
Nancy Watson-Pistole, CCE, ICCE	Kansas City
Philip Woodruff, CBF	Dallas/Fort Worth

### NACM Credit Congress

Barbara Davis, CCE	Portland
Elizabeth Honeycutt	Charlotte
Sheila Roames, CCE	Phoenix
Jill Tamborini, CBA	Kansas City
Yvonne Vigil	Direct member

## 2017 CFDD National Award Winners

The **Distinguished Member Achievement Award (DMA)** was established in 1988 to recognize outstanding individual achievement in the NACM Credit and Financial Development Division. Each chapter is invited to nominate one candidate per year.

### Distinguished Member Achievement Award

Class A—Robert Karau, CICP, Minneapolis/Saint Paul  
Class C—Lori Jones, CCE, Salem/Albany

The **National Mentor Award** was established in 2003 to recognize participation in and promotion of the credit profession and CFDD through the mentoring process.

### National Mentor Award

Marilyn Rea—Portland Chapter

### National Membership Awards

Class A—Phoenix—13%  
Class B—Louisville—17%  
Class C—Charlotte—29%

### National Program Awards:

#### Outstanding Regular Monthly Meeting

Class A—The Portland Chapter  
Class B—The Kansas City Chapter  
Class C—The Charlotte Chapter

### National Program Awards:

#### Outstanding Seminar/Workshop

Class A—The Minneapolis/Saint Paul Chapter  
Class B—The Wichita Chapter

### National Publicity Awards

Class A—The Portland Chapter  
Class B—The Wichita Chapter  
Class C—The Charlotte Chapter

## Program Picks

Chapter	Topic	Speaker
Charlotte/Raleigh	Trends in Payment Processing Sales and Credit ... The Saga Continues Reimagining Your Credit Department	Payment processing company Chapter member Attorney member

# CFDD Board of Directors 2017-2018

## Executive Committee

### National Chairman

**Ellen T. Wodiuk, CCE, ICCE**

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### Vice Chairman, Member Services & Publicity

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### NACM Board Representative

**Wendy L. Mode, CCE, CICP**

Corporate Credit Manager

RSR Corporation

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### Immediate Past Chairman

**Kim Lancaster, CCE, CICP**

Corporate Credit Manager

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### NACM President

**Robin D. Schauseil, CAE**

President & COO

NACM National

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## Board Member

## Chapters

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Phoenix

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Raleigh/Durham

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Birmingham  
Wichita



## CHECK OUT NACM'S LINEUP OF PROGRAMS AND EVENTS

July 11	<b>Webinar:</b> Correspondent Banking: The Basics
July 12	<b>Webinar:</b> Smart Credit Policies Improve Collections
July 17	<b>Teleconference:</b> Alternatives to Bankruptcy: The Impact on Trade Creditors
July 19	<b>Webinar:</b> Conquering the Challenge of Overridden Credit Decisions
July 20	<b>Webinar:</b> Making Intelligent International Credit Decisions
July 26	<b>Webinar:</b> 2017's Economy: Where Are We After All That?
July 27	<b>Webinar:</b> Leadership Webinar Series: Building Relationships with Key Stakeholders
August 14	<b>Webinar:</b> Surviving the Technology Wave
August 23	<b>Webinar:</b> Credit Enhancements: Beyond the Personal Guaranty
August 30	<b>Webinar:</b> Five Nations That Matter to the U.S.
August 31	<b>Webinar:</b> Leadership Webinar Series: Executive Decision-Making
September 6	<b>Teleconference:</b> Loose Lips Sink Ships
September 13	<b>Webinar:</b> Tips for Controlling Legal Costs
September 18	<b>Webinar:</b> Alternative Collection Strategies
September 27	<b>Webinar:</b> Overview of the Litigation Process
September 28	<b>Webinar:</b> Leadership Webinar Series: Driving Accountability

## Monthly Credit Survey

You are invited to participate in the monthly Credit Managers' Index (CMI) survey of U.S. credit and collection professionals. Each time you take the survey, you receive 0.1 point toward your [NACM Career Roadmap](#). Contribute to the CMI and have your experience count.

The results from the survey are processed and presented each month in NACM's eNews, *Business Credit* magazine and at [www.nacm.org](http://www.nacm.org). Since its inception, the CMI has been a startlingly accurate economic predictor, most notably proving its worth during the recession.

The survey asks participants to rate whether factors in their monthly business cycle—such as sales, new credit applications, accounts placed for collections, dollar amount beyond terms—are higher than, lower than or the same as the previous month. The results reflect the entire cycle of commercial

business transactions, providing an accurate, predictive benchmarking tool.

All credit and collections professionals are invited to take the survey each month during the time frames listed below. NACM membership is not required.

Read more about the CMI [here](#).

### Upcoming Survey Dates

CMI Timeline	Survey Opens	Survey Closes
July	Mon, July 17	Fri, July 21
August	Mon, August 14	Fri, August 18
September	Mon, September 11	Fri, September 15

## Silent Auction

### 2017 CFDD National Conference

CFDD's popular Silent Auction is on its way! You can help fellow credit professionals achieve their educational goals by donating and/or bidding on items for the Silent Auction. All proceeds raised will be used for the CFDD Scholarship Fund. Donations are welcome from individuals, chapters and corporations. Items should be new, with a starting value of \$25.

Please send all Silent Auction items by August 11 to: NACM-CFDD, Cara Crown, 8840 Columbia 100 Pkwy, Columbia, MD 21045.

## CFDD Newsletters

Did you know that you can access not only the National CFDD newsletters, but also other chapter newsletters from the National CFDD website? Need a fresh topic for an upcoming meeting or a new fundraiser idea? Is your chapter ready to launch its newsletter, but needs some direction? Check out what other chapters are doing by logging onto the [CFDD Members Only Area](#) and clicking on Chapter Newsletters from the menu on the right.

# CFDD Logo Items

Searching for that perfect gift that combines practicality, value and pride? Look no further than CFDD's extensive selection of logo items! From mouse pads to flashlights, CFDD logo items can satisfy even the most discerning recipient. They also make great gifts for speakers and special guests. Don't delay! Browse the [CFDD logo item web pages](#), part of the online [NACM Bookstore](#), and purchase merchandise that reflects your investment in the CFDD professional credit community!

## CFDD logo items currently available:

Can Holder (\$2)

Luggage Grip (\$2)

Stylus Twist Metal Pen (\$10)

Translucent Blue Pen (\$1)

Travel Mug with Handle (\$10)



## CFDD MISSION STATEMENT

The mission of the NACM Credit and Financial Development Division is to develop tomorrow's business leaders through core offerings.

## CFDD VISION STATEMENT

To be a leading provider of professional development opportunities through learning, coaching, networking and individual enrichment.