

Credit and Financial Development Division



NEWSLETTER

The Official Publication of the NACM Credit and Financial Development Division

August 2006

Letter From...

Jeffrey L. O'Banion, CCE, CICP
CFDD National Chairman



CFDD—Your Investment Partner

The theme for my year as your National Chairman is **Invest in Yourself**. This is a continuation of Past National Chairman Pam Foreman, CCE's theme from last year and represents what CFDD is really all about. I thank Pam for allowing me, the Officers and Board this year to share and build on the success of her term as National Chairman.

Investing in yourself **is** your key to success, advancement in the business arena, and personal and professional satisfaction. You can find no better investment partner in this endeavor than CFDD. Our national organization and local chapters offer many investment tools to help you succeed in capitalizing on your investment.

Of course, we all know that CFDD offers avenues for mentoring, networking, scholarships, conferences, training and educational programs and personal and professional development. Of these, scholarships are the key to the treasure chest.

Over the last 15 years, CFDD National and its local chapters have made available and granted in excess of \$1.1 million in scholarships to its members. Though many of our members are supported by their employers, many others are not. The scholarship assistance offered through CFDD has helped many to fill that void and continues to be the most important tool in the **Invest in Yourself** toolbox.

Take advantage of your chapter's scholarship opportunities to help you participate in the many local and regional educational offerings available. **Apply! Apply! Apply!** Our many chapters have made scholarship dollars available and it is disappointing to see them go

unused. Make these investment tools work for you and reap the rewards that they offer.

And speaking of scholarships—it is never too early to be thinking about applying for a CFDD National scholarship. Over 60 scholarships were earned by members and announced last May at the Awards Luncheon held in Nashville at NACM's Annual Credit Congress. Yes, I said *earned*... members got involved in their chapters by attending educational meetings, serving on boards and committees, mentoring others, leading discussion groups and generally being active and dedicated participants in the continuing activities and development of their chapters.

The National Scholarship deadline is not until next spring, but don't let that delay your becoming an active and involved CFDD Member. Remember, if you take the initiative to **Invest in Yourself**, CFDD will **Invest in You!**

Best wishes for a wonderful summer.

NACM-CFDD
Pacific Northwest
Conference

September 20-23, 2006
Vancouver
British Columbia

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www.cfdd.org

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Letter From...

Nancy Watson-Pistole, CCE
CFDD Vice Chairman
Education & Program



I am honored to be serving this year as your Vice Chairman, Education & Program. Thank you for your confidence and support. I look forward to the opportunity to serve all CFDD members and chapters as we all strive to achieve personal and professional excellence by investing in ourselves.

Education of the credit professional is the primary focus of CFDD and supports the vision and mission statements of our national organization. As Vice Chairman, Education & Program my goals are:

- To assist all chapters in developing standards of excellence and professionalism in the educational programs, seminars and workshops that are offered to members

- Provide chapters with information about educational programs and assist with marketing the programs
- Encourage all chapters to apply for CEU's for all educational opportunities that are offered to members
- Work with Chapter Education Chairmen to assure that members are informed of the benefits of local and national scholarships for credit education
- Provide training at regional conferences to assist members and chapters with scholarship and award applications
- Inform and provide guidance on the use of the Leadership Manual to train CFDD members who are in officer positions or serving as committee chairmen
- Promote the National Scholarship Fund to chapters and individual donors

CFDD offers many opportunities to each and every member: education, networking, leadership opportunities and rewarding friendships. My membership has played a vital role in my personal and professional development. I hope to provide guidance and leadership so that all members can reap the same rewards by investing in themselves.

PROGRAM PICKS

Chapter/Topic

Birmingham

Conflict Management: Basic Skills

Charlotte

Federal Reserve Tour

Dallas/Fort Worth

Resume Writing & Interviewing

Evansville

Effective Business Writing

Grand Rapids

Roundtable: Chargebacks, Bankruptcy, Sales Tax

Kansas City

Dealing With Disagreement & Confrontation

Louisville

Educational Pathways

Minneapolis/St Paul

Perspective On Internet Transactions

Omaha/Lincoln

Cash Flow

Portland

Presenting Yourself: Communication, Dress & Conduct Association Executive Director

Salem/Albany

Asset Investigations

Seattle

How To Talk To A Banker

Tacoma

Difficult Conversations

Tampa

Here's The Aging... Start Collecting

Toledo

Selling Our Neighbors: Canada, Mexico & South America

Wichita

Arbitration/Mediation Vs. Litigation

Speaker/Presenter

Professor

Federal Reserve

Recruiter, Robert Half Finance & Accounting

University of Evansville School of Business Admin.

Members

Career Coach

President, NACM South Central

Fifth Third Bank

CFDD Member/CCE

Association Executive Director

Collection Manager

Kirk Redmond

Attorney

Collection Agency

Fifth Third Bank

Attorney

One program was selected from each chapter that submitted information. The next newsletter will list more!

Letter From...

Mary Moore, CBA
CFDD Vice Chairman-Member Services



I hope that you are enjoying our new newsletter format; shorter, but more often in an effort to increase our communication with the chapters and members. The next will come out in October, and I would love to have several member viewpoint articles for this edition. **The deadline is September 15th.** We will also be highlighting more program ideas. As always, please let us know the accomplishments of your members and sharing ideas for success with the rest of our organization.

Submissions can be as easy as an e-mail to me; you do not have to complete the form. If you have any other suggestions, please feel free to e-mail me at mmoore@csystems.com.

Have a safe and happy summer; it will be over before we know it. I hope to see you in Vancouver or Charlotte.

CFDD Conference East

October 19-21, 2006

Charlotte, NC

For information contact Marlene Groh, CBF
at marlene.groh@usfood.com.



MEMBERSHIP INCENTIVE

To encourage development and involvement of our new members, we are offering an incentive program. **One lucky winner will win registration to the 2007 CFDD Conference in St. Louis and \$200 towards airline or hotel.** Any new CFDD members listed on the June 30, 2006 through March 31, 2007 Quarterly Membership reports will be eligible. The name, as well as, two alternates will be drawn at the CFDD luncheon at the NACM Credit Congress in Las Vegas in May 2007. You do not need to be present to win.

Registration donor: Mary Moore, CBA

\$200 expense donor: Anonymous

On The Way Up

Chapter/Member

Dallas/Fort Worth
Janis Rowe, CCE

Dallas/Fort Worth
Dwight Anderson, CCE

Dallas/Fort Worth
Tom Tarrant, CCE

Dallas/Fort Worth
Laura King, CBA

Kansas City
Lori Clark, CCE

Louisville
Nita Cox

Company

Wesco Distribution

Ingersoll-Rand Financial Services

Clark Security

King Architectural Metals

Butler Manufacturing

Constellation New Energy

Position/Promotion

Regional Financial Services Manager

Credit Analyst

Eastern Region Credit Manager

Collection Specialist

Group Credit Manager

Collection & Collateral Manager

Awards & Achievements

Chapter	Member	Company	Awards & Achievements
Birmingham	Marilyn Poremba	Mayer Electric	CBF Designation
Charlotte	Johanna Pichardo, CBA	Parkdale Mills, Inc.	CICP Designation
Charlotte	Paul Staley	Parkdale Mills, Inc.	CICP Designation
Dallas/Fort Worth	Alice Barboza	Chemical Line	CCE Designation
Dallas/Fort Worth	Holly Brown	Carroll Company	CCE Designation
Dallas/Fort Worth	Velma Jenkins	RDL Supply	CBA Designation
Dallas/Fort Worth	Laura King	King Architectural Metals	CBA Designation
Dallas/Fort Worth	Sherry Pettifer	King Architectural Metals	CBF Designation
Dallas/Fort Worth	Tom Standish	Edge Tech	CCE Designation
Dayton	Wanda McPhillips, CCE	Executive Jet Management	NACM Ohio Chairman
Dayton	Vernetta Patton	MCM, an InOne Co.	NACM Ohio Board of Directors
Dayton	Beverly Zimmer, CCE	Retired	NACM Ohio Board of Directors
Denver	Roberta Martinez	Mile High Equipment	CBF Designation
Denver	Jean Puckett	Creative Touch Interiors	CBA Designation
Direct Member	Connie Barratt	Thunderbird Lubrications	CCE Designation
Direct Member	Christian Pedersen	Scana	CCE Designation
Eugene/Salem	Kathaleen Hamilton	SAIF Corp	CBA Designation
Evansville	John Koppenbrock	DSM Engineering Plastics	NACM Local Board or Directors
Grand Rapids	Connie Mileski	Sassy, Inc.	CBA Designation
Kansas City	Patricia Wells	YRC Enterprises	CBA Designation
Kansas City	Lee Ballantini	SPX Cooling Technologies	15 Year Award
Kansas City	Paul Calahan, CCE	Cargill	15 Year Award
Kansas City	Larry Glenn, CBA	Farmland Foods	Masters Degree
Kansas City	Eric Lerdahl	SPX Cooling Technologies	Credit Professional of the Year
Kansas City	Jill Tamborini, CBA	Fujifilm Sericol USA Inc.	Presidential Citation
Louisville	Lynn Kendrick	Unit Structures	CBA Designation
Louisville	Janine Weas	Ferguson Enterprises	CBA Designation
Minneapolis	Barb Condit, CCE	S P S Companies	FORIUS Board of Directors
Minneapolis	Yvonne Krause	Integria Metals, Inc.	CBA Designation
Minneapolis	Betty Melby, CCE	Dayton Rogers Manufacturing	FORIUS Board of Directors
Minneapolis	Pam Meyer	RM Cotton	CBF Designation
Minneapolis	Jo Rettke, CCE	Ferguson Enterprises, Inc.	FORIUS Board of Directors
Minneapolis	Duane Schwartz, CCE	The Tile Shop, LLC	FORIUS Board of Directors
New Orleans	Kurt Sorensen, CCE	H&E Equipment	CICP Designation
Omaha/Lincoln	Laurie Carlin	OPPD	Credit Professional of the Year
Omaha/Lincoln	Mary Moore	Carlson Systems, LLC	NACM Midwest Board of Directors/ CBA Designation
Omaha/Lincoln	Michelle Tivis	Sunderland Brothers	CBA Designation
Omaha/Lincoln	Alessia Zalambani	ConAgra	CICP Designation
Portland	Barbara Davis	Liberty Northwest Insurance	CCE Designation
Portland	Jeffrey L. O'Banion	Northwest Natural Gas Company	CICP Designation
Seattle	Carole Hughes	Nova Fisheries	CBF Designation
Seattle	Claudia Kuniholm	AMEC Earth & Environmental	CBF Designation
Seattle	Andrea Potter	Enovation Graphic System	CBF Designation
Seattle	Richard Worden	Preston, Gates & Ellis LLP	CBF Designation
Tacoma	Laurie Farvour, CBF	Gensco	NACM-WWA Chairman
Tacoma	Cindy Jaeger	Utility Vault	CBF Designation
Tacoma	Benjamin Kamithi	US Oil & Refining	CBA Designation
Tacoma	Theresa Kroll	Premier Industries	CBA Designation
Wichita	Sheila Williams	Weyerhaeuser Co.	CBA Designation