

JUNE 17-27, 2019
JUNE 22-JULY 2, 2020

GSCFM is designed for:

- Professionals with a broad range of mid- to senior-level experience in the field of credit or financial management.
- Professionals who aspire to greater responsibility within their organizations.
- Professionals who are committed to creating lasting business relationships.
- Professionals who would like to enhance a four-year undergraduate degree or an MBA.

GSCFM[®]

GRADUATE SCHOOL OF CREDIT
& FINANCIAL MANAGEMENT



OVER 75 YEARS OF EXCELLENCE IN EXECUTIVE CREDIT EDUCATION.

THE GRADUATE SCHOOL OF CREDIT AND FINANCIAL MANAGEMENT® (GSCFM®)

CONDUCTED ON THE CAMPUS OF AMERICAN UNIVERSITY IN WASHINGTON, D.C.

The National Association of Credit Management is the leader in executive education for the credit and financial management community. NACM entered the forefront of continuing, executive education over 75 years ago, decades before major colleges and universities. Today, NACM continues its dedication to the global promotion and enhancement of the business credit professional through its many educational programs, led by the GSCFM.

The Graduate School of Credit and Financial Management pioneered the concept of advanced-level, executive education and continues to deliver superior, application-based continuing education for the business credit and financial professional. The caliber of tomorrow's business credit and financial executive depends on today's preparation and education. The most promising executives must challenge themselves with new and diverse business concepts in anticipation of tomorrow's demands.

The GSCFM is a two-week per year (for two years) intensive program exposing participants to a wide range of ideas, practices and resources, and leads to the mastery of new concepts and the development of a new, clear vision. The program delivers high-quality credit, financial and management instruction in a setting designed for executive education. The professional relationships that develop throughout this program are the foundation of the program's long-standing success.

The GSCFM sessions are conducted by experienced faculty who use a balanced mix of lectures, group discussions and case studies that relate to current and future workplace demands. The program challenges participants to examine issues and processes not simply from the standpoint of corporate credit and finance but from a multilayered point of view. Participants will return to their companies with in-depth knowledge of the field and the ability to apply that knowledge on their organizations' behalf.

A participant's company customarily covers the full cost of tuition, meals, living and travel-related expenses. In so doing, the employer recognizes the contributions and potential of promising managers, affording them the opportunity to reach a new level of professional knowledge and distinction in their field.

INSTRUCTORS

NACM is proud to have these, and other, distinguished instructors presenting in 2019. For a complete list of the instructors and their biographies, please visit the GSCFM web pages at www.nacm.org.

Wanda Borges, Esq., principal member of Borges & Associates, LLC

Janine Driver, retired federal law enforcement officer, author, speaker for the Body Language Institute

Mohan Subramaniam, associate professor at Boston College, specializes in global strategy

Charles Mulford, Ph.D., CPA, Invesco chair and professor of accounting at Georgia Tech

Ron Price, business advisor, executive coach, speaker and author, Price Associates



APPLICATION CHECKLIST

- Application form and \$500 deposit
- Corporate support of a two-year commitment
- Letter of recommendation
- Photo (headshot or passport style)
- Resume

THE GSCFM CURRICULUM

The GSCFM program focuses on a spectrum of essential business and individual professional growth disciplines.

The First-Year Session Concentrations

The cornerstone of the first-year program is financial statement analysis. Complementing the financial analysis program are sessions on corporate strategy, economics, interpreting body language and nonverbal communications, and presentation techniques. These sessions, adding information about how to operate in a changing environment and how to understand and maximize corporate competitive strategy, bring new ideas and greater insight into the decision-making process.

The Second-Year Session Concentrations

During the second year, participants will continue to expand their understanding of the financial side of credit during the financial warnings segment. This section brings together the elements already covered in the first-year session, providing an in-depth look at credit strategy in a competitive environment, focusing on new techniques for credit investigation and credit-granting decisions. Adding to these topics are sessions on the legal environment of credit, leadership skills, interpreting body language and nonverbal communications, and advanced negotiations.

Exclusive Opportunity to Earn the CCE Certification

At the conclusion of participants' second year, the standard application process is waived and participants are given an opportunity to take the CCE® (Certified Credit Executive®) exam. The exam must be completed when offered at GSCFM and must be successfully passed to earn the CCE designation.



WHAT TO EXPECT FROM THE NACM GRAD SCHOOL

The GSCFM is thrilled to be hosting its program again on the campus of American University. The campus is situated in a suburban area of northwest Washington, D.C., only a quick metro ride into the heart of the city. AU provides the quiet setting GSCFM requires for its students to focus on their studies and bond together, with the vitality of the city only minutes away on weekends.

Participants, staff and instructors are housed in dormitories on the American University campus. Meals are provided for the duration of the program. Participants are encouraged to attend every meal and scheduled function to help cultivate relationships and camaraderie among the faculty and other participants.

In order to be fully engaged in the class content and discussion from day one, participants must complete advance reading assignments. A list of assignments is provided to each participant prior to the program. During the program, attendance at all scheduled class sessions is mandatory. In addition, participation in the discussion of assignments, class activities and projects is required.

Upon successful completion of all program requirements, participants receive the GSCFM Executive Award. Graduation, featuring a special dinner and award ceremony, is held on the last night of the second session. Members of the GSCFM class will select a recipient for the Student Leader Award. It honors the student who makes a significant contribution to the quality of the program and is presented during the graduation ceremony.

To learn more about the GSCFM experience, visit the GSCFM page on NACM's website. Here you'll find in-the-moment information and articles about students' perspectives of the program.



APPLICATION PROCESS & TUITION INVESTMENT

To apply for admission to the GSCFM program, complete the Application for Admission form accessible online at www.nacm.org. A \$500 application fee must accompany the application form. This fee will be applied to the participant's tuition upon acceptance to the program.

Tuition covers the cost of books and materials, instructional fees and use of the school's facilities, dorm rooms, linen service and athletic passes, as well as meals and beverage breaks.

The first-year session early-bird tuition is \$5,500 for candidates applying by Feb. 1. After Feb. 1, the tuition is \$6,250. The second-year session tuition is approximately \$5,850.

A letter of recommendation from the candidate's employer or immediate supervisor must be attached to the application form. In addition, a photo (passport, clear digital or driver's license) and a current resume must also accompany the application. This information is provided to the faculty in order to help them prepare for the class.

All applicants will receive formal notice of admission to the program within three weeks of application. An invoice for the tuition balance is sent following this notification. Payment is due upon receipt; the tuition must be paid in full for program materials to be sent. All applicants should carefully read the program's Refund and Cancellation Policy found on the GSCFM page of NACM's website. For questions, comments or to confirm administrative policies, please contact the NACM Meetings Department at 410-740-5560.

The application and its required components should be emailed to conventions_info@nacm.org or mailed to NACM-National, 8840 Columbia 100 Parkway, Columbia, MD 21045.

FINANCIAL SCHOLARSHIP ASSISTANCE

The NACM Scholarship Foundation Inc. provides scholarships for financial assistance (partial funding) for first-year GSCFM students. GSCFM scholarships are designed to support first-year students who meet all GSCFM entry standards and are committed to the rigorous educational studies expected of its participants. Recipients must attend the full two-year program. Scholarship amounts are determined based on need and availability of funds. Please visit the NACM website, www.nacm.org, and go to "Scholarship Foundation" to learn more.

PROGRAM DATES: JUNE 17-27, 2019 & JUNE 22-JULY 2, 2020

NACM's Graduate School of Credit & Financial Management is a meaningful and challenging professional experience that enriches its participants through...

- New approaches and best practices in credit, strategy and leadership.
- Greater understanding of the capital markets and current trends in finance.
- Improved negotiation, conflict management and communication skills.
- Development of financial risk assessment methodologies.
- Enhanced ability to lead change within your organization.
- Enrichment of your professional network and resources.
- Reinforced knowledge of legal responsibilities of credit executives.
- Heightened sense of professional worth.

Go to www.nacm.org to explore the GSCFM experience.

