

# Leverage the Benefits of Your NACM Membership

N A C M



*National Association of Credit Management*

N A C M



*International Association of Credit Management*

Established, trusted, national brand >>>

# With a proud, rich history



*Since 1896* — *Strength in Numbers*

[Home / Contact](#)

As the advocate for business credit and financial management professionals, NACM and its network of Affiliates take great pride in being the primary learning, knowledge, networking and information resource for commercial creditors nationwide.



[NACM's 100<sup>th</sup> Anniversary](#) | [Historical Timeline](#) | [Leaders of Yesterday and Today](#)



1896 present

*Through your efforts, the credit profession has evolved over the last century to become an integral part of the economies of all nations. NACM appreciates the many men and women who contribute to their profession by participating in local affiliates, industry groups, and NACM's educational programs. The role all of us played in shaping the credit profession is surely cause for celebration. We proudly celebrate over 100 years of NACM History! It is dedicated to you, NACM Members. Take a look at our [detailed timeline](#), read about our great [leaders in credit](#), and peruse all the [historical documents and artifacts](#) that tell the story of NACM's history.*



New Orleans Convention on May 17-20, 1910

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# Explore NACM through the Years



Since 1896 — Strength in Numbers

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[NACM's 100<sup>th</sup> Anniversary](#)

[Historical Timeline](#)

[Leaders of Yesterday and Today](#)

## 1896-1920 Timeline



**To move the Timeline:**  
Grab and drag the timeline, hover over the time with your mouse, or use your arrow keys. You can also click on each event title for more information.

### A Little NACM Credit History

- NACM was founded in Toledo, Ohio
- NACM took the lead in the framing and passage of the National Bankruptcy Act
- NACM's National Institute of Credit Management training credit professionals since 1911



**NACM founded**  
by 62 business leaders on June 23, 1896 in Toledo, Ohio

*Minutes from First Annual Convention in Toledo, Ohio on June 23-25, 1896*

1896

present

# Looking at NACM's Mark on Business Credit



Since 1896 — Strength in Numbers

[Home / Contact](#)

As the advocate for business credit and financial management professionals, NACM and its network of Affiliates take great pride in being the primary learning, knowledge, networking and information resource for commercial creditors nationwide.



NACM's

**Industry Groups were formed**

at the Association's 1898 convention in Detroit, industry groups were formed to consider the credit problems of a specific industry and the groups continued to meet thereafter.

Leaders of Yesterday and Today

## 1896-1920 Timeline



To move the Timeline:  
Grab and drag the timeline, hover over the timeline and scroll with your mouse, or use your arrow keys.  
You can also click on each event title for more detailed information.

### A Little NACM Credit History

- NACM was founded in Toledo, Ohio.
- NACM took the lead in the framing and passage of the National Bankruptcy Act.
- NACM's National Institute of Credit has been training credit professionals since 1915.



1896

present

# NACM

In 1896, in Toledo, Ohio, a group of credit executives, representing a hundred or so of their colleagues, organized themselves into the National Association of Credit Men.

## NACM Core Values

NACM is committed to:

- ▶ enhancing, promoting and protecting the interests of business credit and financial management
- ▶ representing business credit grantors in all industries
- ▶ being a member-owned association that exists primarily to serve and support its members
- ▶ research and benchmarking
- ▶ maintain and promote highest ethical standards

# Join Locally, be connected Nationally

[Home](#) > [NACM Affiliates](#)

## MEMBERSHIP IN NACM STARTS LOCALLY BY JOINING AN NACM AFFILIATE

Click on the map below to find your nearest local affiliate's web site for more information on how to become a NACM member. You may also [send NACM-National your information](#), and we will have your nearest local affiliate contact you about becoming a NACM member.

Visit your local affiliate's web site to find out more about the services and programs they offer.



## NACM Vision

As the advocate for business credit and financial management professionals, NACM is the primary learning, knowledge and information source.

### »» NACM Mission

To position business credit professionals for success while setting standards of excellence in business credit and financial management.

# Benefits of Membership

- ▶ Join a national network of 15,000 credit professionals
- ▶ Affiliate Membership
- ▶ National Membership
- ▶ NACM National Benefits (come with membership):
  - ▶ *Business Credit* magazine
  - ▶ eNews
  - ▶ National representation on federal issues
  - ▶ Resource Library

Join Our Mailing List!

Find a Local Affiliate

Search Industry Jobs

Check My Account

Member Login



Great Report  
Great Price  
Exceptional Service

- ✓ trade payment data
- ✓ days beyond terms
- ✓ real time, dynamic scoring

Click here  
for more information



ABOUT NACM

EDUCATION

MEMBERSHIPS

RESOURCES

SERVICES

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SEARCH

### SPRING EDUCATION SAVINGS

Register now for Financial Statement Analysis I through NACM's online Credit Learning Center and receive \$50 off the regular price of \$549. Offer expires April 30th. Contact [Melanie Brohawn](#) or call 410-740-5560 to take advantage of this special offer.

Credit  
Learning  
Center

*As the advocate for business credit and financial management professionals NACM and its network of Partners take great pride in being the primary learning, knowledge, networking and information resource for commercial creditors nationwide. NACM membership begins with a local NACM partner. Join our network today!*

JOIN TODAY!

LOGIN!



Log in

Click on the Logo to get to the home page

Menus

A promotional banner for "Spring Education Savings". The background features a field of green grass with several bright orange daisies. A dark green rectangular box is centered on the banner. Inside the box, the text reads: "SPRING EDUCATION SAVINGS", "Register now for Financial Statement Analysis I through NACM's online Credit Learning Center and receive \$50 off the regular price of \$549. Offer expires April 30th. Contact Melanie Brohawn or call 410-740-5560 to take advantage of this special offer." To the right of the text, there is a vertical logo for the "Credit Learning Center" with the URL "www.creditlearningcenter.com" below it.

*As the advocate for business credit and financial management professionals NACM and its network of Partners take great pride in being the primary learning, knowledge, networking and information resource for commercial creditors nationwide. NACM membership begins with a local NACM partner. Join our network today!*

JOIN TODAY!

LOGIN!

# Menus on the mainpage



# Benefits of Membership Tab



Member Benefits

Upcoming Events

Specialty Memberships

NACM Blog

Press Room

Tweets

## NACM MEMBER BENEFITS

### « Read

Business  
Credit  
Magazine



### « Subscribe

to our weekly  
credit news  
update



### « Participate

in the leading  
economic  
indicator



### « Apply

for a  
scholarship



### « Research

the most  
current info on  
business credit



### « Earn

a credit  
certification



### « Learn

about our  
self-study  
courses



### « Save

with  
member  
discounts



### « Shop

business  
credit  
publications



### « Get help

with NACM's  
Secured  
Transaction  
Services



### « NSTS Login

Access NACM's  
Secured  
Transaction  
Services



### « Search

the job  
board



# Read Business Credit Online (requires log on)



[Home](#) > [Business Credit Magazine](#) > [Business Credit Magazine Online Alternative](#)

## *BUSINESS CREDIT* MAGAZINE ONLINE

As another benefit of membership, the digital, interactive version of the each issue is available to read at your convenience! Click below to open the issue of your choice. To view or download earlier versions search the BCM Archives in the [Resource Library](#). [Preview a sample digital version here.](#)

### CURRENT ISSUES

[Click here to view list of 2013 Issues \(login required\)](#)

### ARCHIVE

[Click here to view list of 2012 Issues \(login required\)](#)

[Click here to view list of 2011 Issues \(login required\)](#)

[Click here to view list of 2010 Issues \(login required\)](#)

You Can ...

1. Flip through pages by clicking on the arrows.
2. View the issue in full screen mode.
3. Zoom in as much as you like.
4. Search the magazine by keyword.

# Shop in the NACM Bookstore

The screenshot displays the NACM Bookstore website layout. On the left, a navigation menu lists: « Shop, business, credit, publications. Below this is an image of three books: 'ESSENTIALS', 'ACCOUNTING', and 'BUSINESS CREDIT'. A large red arrow with the text 'Shop by Category' points from this menu towards the main content area.

The main content area is divided into three columns:

- Navigation:** All Items, Browse Categories, Search, Cart.
- CATEGORIES:** All Items, ACAP Textbooks, Accounting, Business Credit Magazine, CAP Textbooks, Career and Personal Development, Certification Pins, CFDD Logo Items, CFDD Scholarship Fund Donations, Communications, Compensation Survey, Credit and Collections, Executive Management and Leadership, Financial Analysis, Forms, Fraud Prevention, General Business and Management, International, Legal Environment of Credit, NACM Logo Items, NACM Scholarship Fund Donations, Self-Study, Mechanic's Liens and Bonds Service.
- FEATURED PRODUCTS:**
  - Manual of Credit and Commercial Laws, Volume III, 2013**  
Volume III: Construction Issues... 2013 Update Now Available!  
NACM has re-envisioned and revitalized it...
  - Manual of Credit and Commercial Laws - 2012/2013**  
Four Volume Set  
NACM has re-envisioned and revitalized its flagship publication, the Manual of Credit and Commercial Laws...
  - Principles of Business Credit, 6th Edition**  
A team of highly-experienced credit professionals in the field, including many CAP in comprehensive text on all the essential...

# Research in NACM's Library (requires log on)

« Research  
the most  
current info on  
business credit



Books

Home > NACM Resource Library

## WELCOME TO THE NACM RESOURCE LIBRARY

A quick and easy way to research the most current information on business credit topics using a variety of NACM resources, such as:

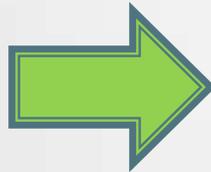
- Archived articles from Business Credit Magazine, 2003 to present
- Recent Presentations from the Annual NACM Credit Congress and Audio Teleconferences
- NACM Publications including:
  - The Art & Science of Financial Risk Analysis, 3rd Edition
  - Construction Law Survival Manual, 5th Edition
  - Credit Beyond the Numbers
  - From the Cutting Board to the Cutting Edge
  - The Bankruptcy Abuse Prevention and Consumer Protection Act of 2005
  - Credit Management: Principles & Practices, 4th Edition
  - Manual of Credit and Commercial Laws, 102nd Edition
  - Principles of Business Credit, 6th Edition
- Important Documents:
  - U.S. Department of Commerce/International Trade Administration's Trade Finance Guide: A Quick Reference for U.S. Exporters

WE KNOW THAT YOU WILL COME TO DEPEND ON THIS INVALUABLE TOOL! USE THE SEARCH BOX BELOW TO GET STARTED.

Search:

# Be part of the CMI

« Participate  
in the leading  
economic  
indicator



Resources > Credit Managers' Index



The CMI is created from a monthly survey of U.S. credit and collections professionals. 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 same as the previous month. The results reflect the entire cycle of commercial business transactions, providing an accurate, predictive benchmarking tool.

CMI reports are released to the media the last business day of each month, as well as posted [here](#).

Current survey period:

Open soon,  
View schedule.

View Latest  
Report

All credit and collections professionals are invited to take the survey each month during the timeframes listed in the [schedule](#). NACM membership is not required.

[Sign Up](#) to receive monthly email reminders to take the survey.

About the CMI

Preview Survey

Survey Schedule

CMI Report  
Archive

# NACM's Credit Managers Index

Resources > Credit Managers' Index



The CMI is created from a monthly survey of U.S. credit and collections professionals. 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 same as the previous month. The results reflect the entire cycle of commercial business transactions, providing an accurate, predictive benchmarking tool.

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About the CMI

Preview Survey

Survey Schedule

CMI Report  
Archive

Sign up for Monthly  
Reminder to Participate

# NACM's CMI Sign Up Screen

Resources > Credit Managers' Index > Credit Managers' Index Signup



## SIGN UP FOR MONTHLY CMI EMAIL REMINDERS:

Enter your email address and click the Check button.

Email:

Add your email address  
and click on "check"

# NACM's CMI Reminders

## First Email Notice that the Index is open:

**From:** [NACM\\_National@nacm.org](mailto:NACM_National@nacm.org)  
**Sent:** Monday, May 20, 2013 11:40 AM  
**To:** Robin Schauseil  
**Subject:** NACM's Credit Managers' Index is open

Hello Robin,

NACM's Credit Managers' Index survey is ready to be filled out. It will be available until close of business Eastern time, Friday the 24th. Please [click here](#) to start the survey.

If you are not Robin Schauseil, please [click here](#) to start the survey.

## Second Email Notice that the Index is open:

**From:** [NACM\\_National@nacm.org](mailto:NACM_National@nacm.org)  
**Sent:** Friday, May 24, 2013 2:00 PM  
**To:** Robin Schauseil  
**Subject:** NACM's Credit Managers' Index close reminder

Hello Robin,

This is a reminder that NACM's Credit Managers' Index survey closes today at 5pm Eastern time.

If you haven't already taken the survey, please [click here](#) to start the survey.

If you are not Robin Schauseil, please [click here](#) to start the survey.

Thank you for participating!

# NACM's Credit Managers' Index

## 12 Multiple Choice Questions:

1. Dollar amount of new orders are:

- Higher than a month ago
- Same as a month ago
- Lower than a month ago

2. Sales dollars are:

- Higher than a month ago
- Same as a month ago
- Lower than a month ago

3. Number of new credit applications is:

- Higher than a month ago
- Same as a month ago
- Lower than a month ago

4. Number of rejections of credit applications is:

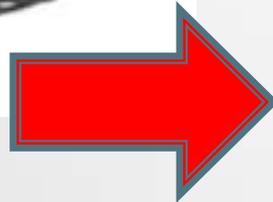
- Higher than a month ago
- Same as a month ago
- Lower than a month ago

5. Dollar collections are:

- Higher than a month ago
- Same as a month ago
- Lower than a month ago

# Weekly eNews update emails

« **Subscribe**  
to our weekly  
credit news  
update



## eNews

### NEWS BRIEFS

1. Credit Managers' Index for March Posts a Slight Decline to 54.2
2. Trade Creditors Avoid Credit Card Surcharge Despite Visa/Master Card Settlement
3. Judge Rules Stockton Eligible for Municipal Bankruptcy
4. Europe Gets Hit with Troubling Data on Two Fronts
5. West Africa Latest White House Target for New Trade Agreement

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Follow FCIB on Twitter

Join FCIB on LinkedIn

Join NACM-Credco on LinkedIn

### UPCOMING EVENTS

- Teleconference: Best Practices for Rolling Out your Credit Card Surcharge Program
- Eastern Region Credit Conference
- Cultural Differences in International Risk Management: FCIB Executive Development Webinar
- Teleconference: Bankruptcy War Stories: Practical Lessons Learned from the Trenches
- FCIB's Spring Roundtable: Chicago
- Assessing Key Financial Information - The Balance Sheet and beyond: FCIB Executive Development Webinar
- Webinar: Introduction to Export Letters of Credit
- Lien & Bonds and UCC Filing Workshops - Charlotte, NC
- NACM Online Courses
- FCIB's International Credit & Risk Management Online Course™
- FCIB's International Credit & Risk Management Summit
- NACM's 117th Credit Conference & Expo in Las Vegas!
- NACM's Graduate School of Credit and Financial Management

**BenchMark** Powered By **CreditPoint**

- 1) Select Your Module
- 2) Get Your Data
- 3) Upload Your Customers

Out-of-the-box Integration with National Trade Credit Report **Get Started Today >**

# Earn a Professional Designation

## WHY SHOULD YOU EARN YOUR CERTIFICATION?



When you apply to participate in the Professional Certification Program, you are on your way to demonstrating that you are among the best. You'll join a select group of individuals who have made the commitment to excellence in credit management, career advancement and an ongoing pursuit of knowledge. Throughout the process, you will be recognized for your achievements.

The certification program, sponsored by the National Association of Credit Management, has helped define and establish professional standards in this demanding and rapidly changing field, and fosters recognition of those individuals who possess special expertise.

## A RECOGNIZED PATH TO SUCCESS

Among credit management professionals, the professional certification program is respected and appreciated. Not only is participation in the program a mark of distinction throughout the profession, but it offers you a wide range of important benefits:

- **Expanded Knowledge:** By reading, studying and preparing for the exams, you'll gain a thorough, up-to-date understanding of every aspect of credit management, including a look at future trends and strategies essential to your success.
- **Career Opportunities:** Certification tells employers that you are motivated, accomplished and current in your knowledge of credit management skills. It indicates that you are actively working to maintain high standards in the field.
- **Heightened Professional Recognition:** NACM's professional designations attest to experience, knowledge, ability, accomplishment, leadership and contributions to the credit and financial fields. Designations raise the level of respect among colleagues in business credit management and between professionals in the financial community. Proudly display your designation with your name on letterhead, business cards and all forms of address.
- **Standards of Excellence:** With constant changes in credit and with banking and financial services redefining the role of the credit executive, the certification program is clearly a valuable way to master professional education requirements and achieve professional excellence.



« Earn  
a credit  
designation



# Apply for an NACM Scholarship



[Home](#) > [Scholarship Foundation](#)

## SCHOLARSHIP FOUNDATION

[Our Mission](#)

[Donating](#)

[Scholarships](#)

## ABOUT US

In 2005, the Board of Directors of the National Association of Credit Management (NACM) proudly approved the establishment of the NACM Scholarship Foundation, Inc., an entity that would furnish assistance to business credit professionals as they pursued credit education.

Today, the NACM Scholarship Foundation is a separate and important effort born from NACM's vision and mission. As a 501(c)3, the NACM Foundation fulfills the mission of augmenting the educational needs of its members.

## THE NACM SCHOLARSHIP FOUNDATION MISSION

To provide financial assistance in the form of scholarships for business credit professionals, without regard to membership status, through all levels of continuing education so their gained knowledge and expertise can enhance and strengthen the profession and business community.

The Foundation also strives to bolster the mission and vision of the National Association of Credit Management, which as the advocate for business credit and financial management professionals, is the primary learning, knowledge and information source. NACM provides credit professionals with opportunities for professional growth throughout their careers, without regard to size, industry or market position of the companies that employ them.

The NACM Scholarship Foundation is determined to share knowledge and educational resources with more and more credit professionals. Through a variety of fund-raising efforts, the Foundation was able to raise over \$40,000 for deserving individuals in its first two years. Since its inception, the Foundation has had hundreds of corporate and personal donors who generously contribute to its efforts.

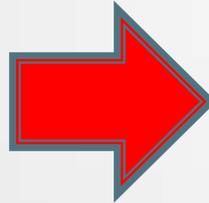
### Share the Gift of Knowledge

Contributions to the NACM Scholarship Foundation Welcome



# Credit Learning Center

« Learn  
about our  
self-study  
courses



[Home](#) > Credit Learning Center

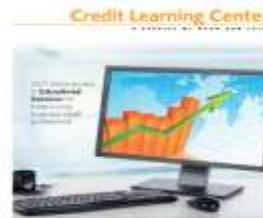
## CREDIT LEARNING CENTER

**BROWSE THE CREDIT  
LEARNING CENTER**

**PLEASE READ THIS PAGE THOROUGHLY  
BEFORE MAKING A PURCHASE**

The NACM Credit Learning Center (CLC) is an online learning venue, created to bring 24/7 access to educational sessions for today's busy business credit professional. Click on the links below to learn about the CLC.

### Digital Brochure



### Course Listings

### Video Demo



### Testimonials

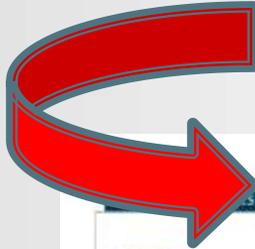
*"I really enjoyed the topics that were covered through the course. I thought that it was a good selection of classes and I personally feel anyone in the credit/collections role should take this course. I loved the topic of Credit and Sales Partnership. I feel that is one of my every day struggles and appreciate the helpful information that was given to make the sales and credit relationship a little bit stronger!"*

*-Business Credit Principles student*

*"I was very pleased with the modules, book and the website. It is a very good option for people who are self motivated and have restrictive schedules. The Credit Learning Center courses give students the flexibility needed to fit course study into their schedules when it best suits them."*

*-Financial Statement Analysis I student*

# Check out upcoming events



Home | **Upcoming Events** | Specialty Memberships | NACM Blog | Press Room | Tweets

 << VIEW THE EVENT CALENDAR

## UPCOMING EVENTS

- 04/08/2013 | 03:00  
Teleconference: Best Practices for Rolling Out your Credit Card Surcharge Program
- 04/10/2013 | 03:00  
Teleconference: Bankruptcy War Stories: Practical Lessons Learned from the Trenches (What Textbooks
- 04/18/2013  
NACM's STS – Seminar Series
- 04/18/2013 | 03:00  
Webinar: Introduction to Export Letters of Credit
- 04/22/2013 | 03:00  
Teleconference: Judgment Enforcement Options – What is in Your Collection Arsenal?
- 06/10/2013 | 03:00  
Teleconference: Defending Preference Claims
- 07/10/2013 | 03:00  
Webinar: Effective Demand Letters that Get You Paid!
- 07/15/2013 | 03:00  
Webinar: Liens & Bonds: Managing the Process when selling Nationally

# Read the NACM Blog



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## NACM BLOG

**Small Business Committee Needs SBA on Sequester**

4 Apr 2013 | 9:30 am

**Dubai Chamber Champions Selling Expertise in Islamic Finance**

3 Apr 2013 | 2:59 pm

**Judge Rules Stockton Eligible for Municipal Bankruptcy**

1 Apr 2013 | 6:15 pm

**Trade Battles: TPP Negotiations Heading Toward Major Obstacles?**

1 Apr 2013 | 2:58 pm

**CMI First Look: March Index Mostly Steady**

29 Mar 2013 | 10:16 am

**BRICS 2013 Summit a Bit Quieter**

27 Mar 2013 | 3:20 pm



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## PRESS ROOM

- [NACM'S CREDIT MANAGERS' INDEX FOR MARCH 2013 POSTS SLIGHT DECLINE TO 54.9](#)

03-29-2013 15:45:04

*The March report shows a steadiness, but nothing to inspire confidence in the economy. Government...*

[Read more: NACM's...](#)

- [NACM UNVEILS NEW DESIGNATION TO FOCUS ON ADVANCED FINANCIAL ANALYSIS](#)

03-12-2013 14:11:46

Columbia, Maryland: March 11, 2013—Educational certifications are an essential tool in the...

[Read more: NACM Unveils...](#)

- [CREDIT MANAGERS' INDEX REBOUNDS TO DECEMBER'S LEVEL OF 54.9](#)

02-28-2013 19:18:59

The National Association of Credit Management's **economic report** for February 2013 depicts a...

[Read more: Credit...](#)

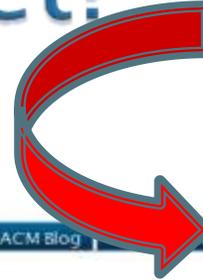
- [NACM OPPOSES VIRGINIA BILL THAT WOULD COOL EXCHANGE OF COMMERCIAL CREDIT INFORMATION](#)

02-15-2013 21:12:02

HB 2198 Would Create New Problems, Fail to Fix Small Business Concerns *Columbia, Maryland* -...

[Read more: NACM Opposes...](#)

# Read and Re-Tweet!



Member Benefits | Upcoming Events | Specialty Memberships | NACM Blog | **Tweets**

### NACM TWEETS

yesterday  
Dubai Chamber Champions Selling Expertise in Islamic Finance <http://t.co/e7ChEUXIAo>

3 days ago  
Bankruptcy judge rules that Stockton is eligible to file Chapter 9, leaves other issues with little explanation. <http://t.co/3QqcKdODpF>

3 days ago  
Pacific trade pact could be stymied by U.S., Japanese Ag industry concerns <http://t.co/gpLyLGk9M6>

3 days ago  
Investment Credit Managers' Index shows no return to recession, but no imminent breakout either. <http://t.co/mb163ZQspa>

3 days ago  
Luxury Casino Files Expected Bankruptcy as a Prepack <http://t.co/qGR1zdLufC>



[Home](#) > [Advocacy](#)

## VIRGINIA BILL COULD AFFECT COMMERCIAL CREDIT REPORTS

on 31 January 2013.

The current version of a bill in the Virginia House of Delegates, HB 2198, would require commercial credit reporting agencies to identify their sources of "negative information" when they provide a copy of a report to its subject. This would mean that Virginia buyers would know the identities of the sellers that shared any of their negative payment history with a commercial credit reporting agency should they choose to dispute the information on their report.

However, according to the office of Delegate Michael Watson (R-James City/York Counties), the bill's chief patron, and other industry sources, an amendment to the bill that would eliminate this requirement is forthcoming. The text of such an amendment has yet to be made public.

Still, the bill would also require agencies to provide Virginia businesses access to a free annual credit report and would allow the subject of a commercial report to dispute parts of their report that they believe are inaccurate. After receiving the subject's complaint, the commercial credit reporting agency would have 30 days to either delete the statement or include a note in the report saying that the subject of the report has disputed a particular piece of information.

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## FEW SATISFIED BY LAST MINUTE FISCAL CLIFF DEAL

on 03 January 2013.

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- [NACM Credit Congress ABI Commission Hearing](#)
- [NACM Position Brief](#)
- [Red Flags Archive](#)
- [3% Tax Archive](#)
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[PRESS ROOM](#)

# Ethics & Standards

[Home](#) > Ethics & Standards

## ETHICS & STANDARDS

The cornerstone of the global business economy is the extension of commercial credit. As such, business credit executives, as the guardians of commercial receivables, play the vital and critical role of ensuring the flow of commercial goods and services that support world commerce.

In fulfilling their professional duties, business credit professionals pledge to conduct their duties within the constraints of law and to not maliciously injure the reputation of others. Further, business credit professionals pledge themselves to the highest professional standards and principles and to guarding and securing, in confidence, information obtained for the sole purpose of analyzing and extending commercial credit.

Credit professionals pledge to:

- Adhere to the highest standards of integrity, trust, fairness, personal and professional behavior in all business dealings.
- Negotiate verbal or written credit agreements, contracts, assignments, and/or transfers with honesty, fairness, and due diligence to and for the benefit of all parties.
- Render reasonable assistance, cooperating with impartiality and without bias or prejudice, to debtors, third parties, and other credit professionals.
- Exchange appropriate, historical and current factual information to support the process of independent credit decisioning.
- Exercise due diligence as required to prevent unlawful or improper disclosure to third parties.
- Disclose any potential conflict in all business dealings.

Further, credit professionals acknowledge the importance of and shall promote the benefits of continued improvement of their knowledge, skills, and expertise in business credit. The pursuit of knowledge will support the strategic advancement of the commercial credit function, as it leads businesses to profitability and growth.



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# NACM's CMI, calling the recession



CREDIT MANAGERS' INDEX

## A Powerful Tool

Since its inception, the CMI has been a startlingly accurate economic predictor, proving its worth most notably during the recession.

In the case of the Purchasing Managers' Index (PMI), which NACM Economic Advisor and Managing Director of Armada Corporate Intelligence Chris Kuehl, PhD frequently refers to in the CMI reports, it depicted an economy flirting with recession in the run-up to the downturn, but seemed to have trouble committing. The overall PMI reading tiptoed around 50, recording 50.4, 49.9 and 50.7 in September, October and November of 2007, respectively. It then dipped to 48.7 in December 2007, before hopping back up to 50.5 in January 2008, and eventually crashed to the low of 41.1 that year and in early 2009. During this period, the CMI mirrored the PMI on occasion, but altogether showed a remarkable ability to predict the intricacies of the recession, resisting the month-to-month swings that seemed to characterize the PMI. For example, in late 2007, when the PMI was still in the 50s, the CMI predicted a recession in the economic trend of the next few months, they needed to look no further than the CMI.

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

## SURVEY DATES

2013 CMI Timeline	Survey Opens	Survey Closes
January	Mon, January 21	Fri, January 25
February	Mon, February 18	Fri, February 22
March	Mon, March 18	Fri, March 22
April	Mon, April 15	Fri, April 19
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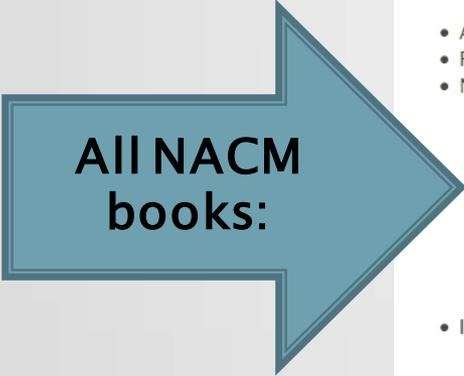
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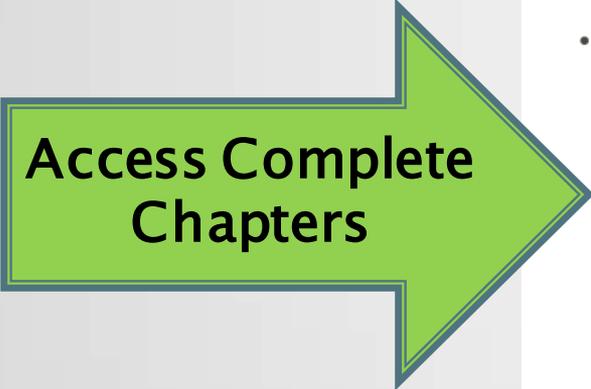


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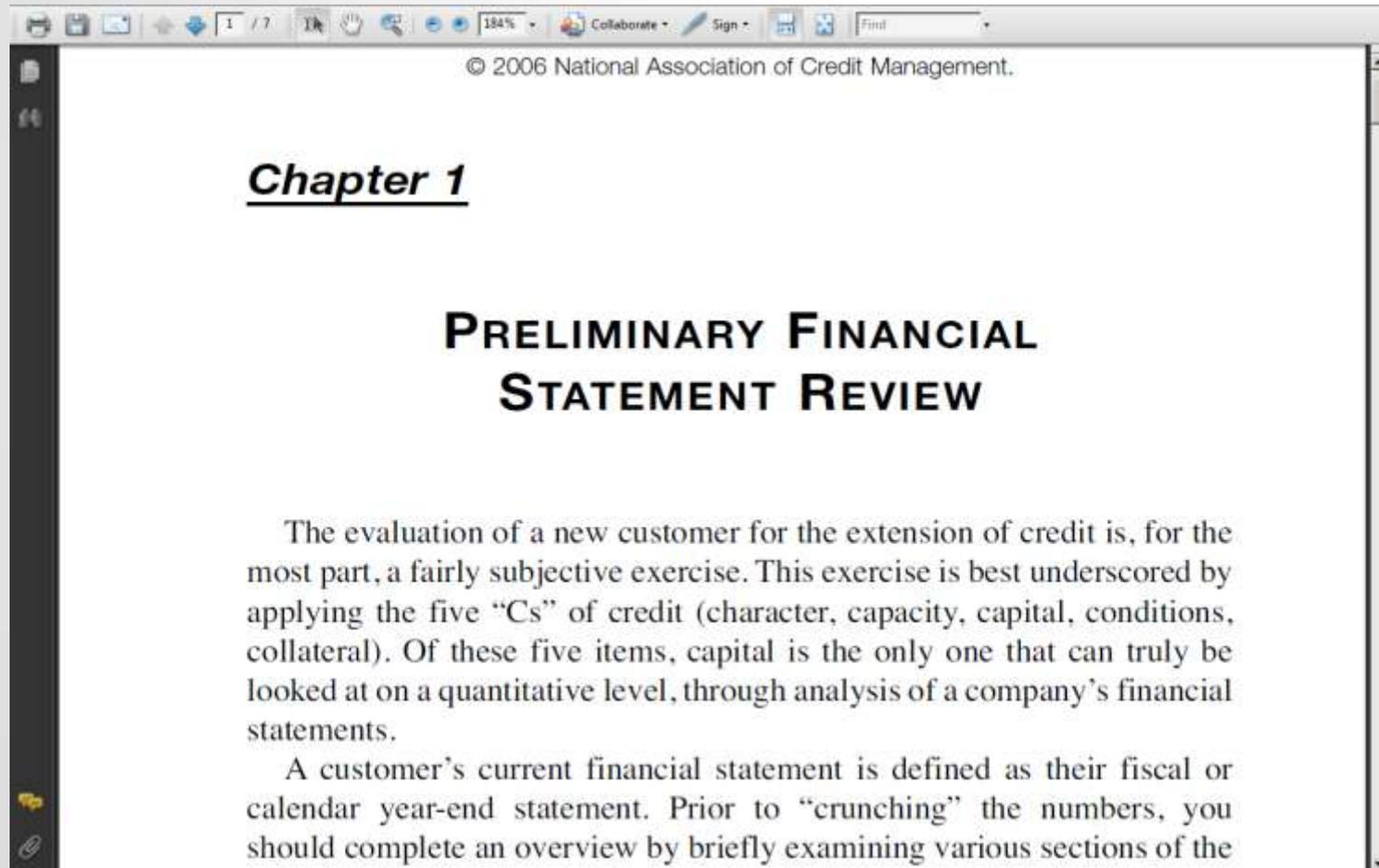
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# Art & Science of Financial Risk Analysis: By Chapter



The image shows a screenshot of a presentation slide. At the top, there is a toolbar with various icons and a search bar. Below the toolbar, the text "© 2006 National Association of Credit Management." is displayed. The main title of the slide is "Chapter 1" in a bold, italicized font, followed by "PRELIMINARY FINANCIAL STATEMENT REVIEW" in a large, bold, black font. The slide contains two paragraphs of text. The first paragraph discusses the evaluation of a new customer for credit extension, mentioning the five "Cs" of credit. The second paragraph defines a customer's current financial statement and the process of "crunching" the numbers.

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## ***Chapter 1***

# **PRELIMINARY FINANCIAL STATEMENT REVIEW**

The evaluation of a new customer for the extension of credit is, for the most part, a fairly subjective exercise. This exercise is best underscored by applying the five “Cs” of credit (character, capacity, capital, conditions, collateral). Of these five items, capital is the only one that can truly be looked at on a quantitative level, through analysis of a company’s financial statements.

A customer’s current financial statement is defined as their fiscal or calendar year-end statement. Prior to “crunching” the numbers, you should complete an overview by briefly examining various sections of the

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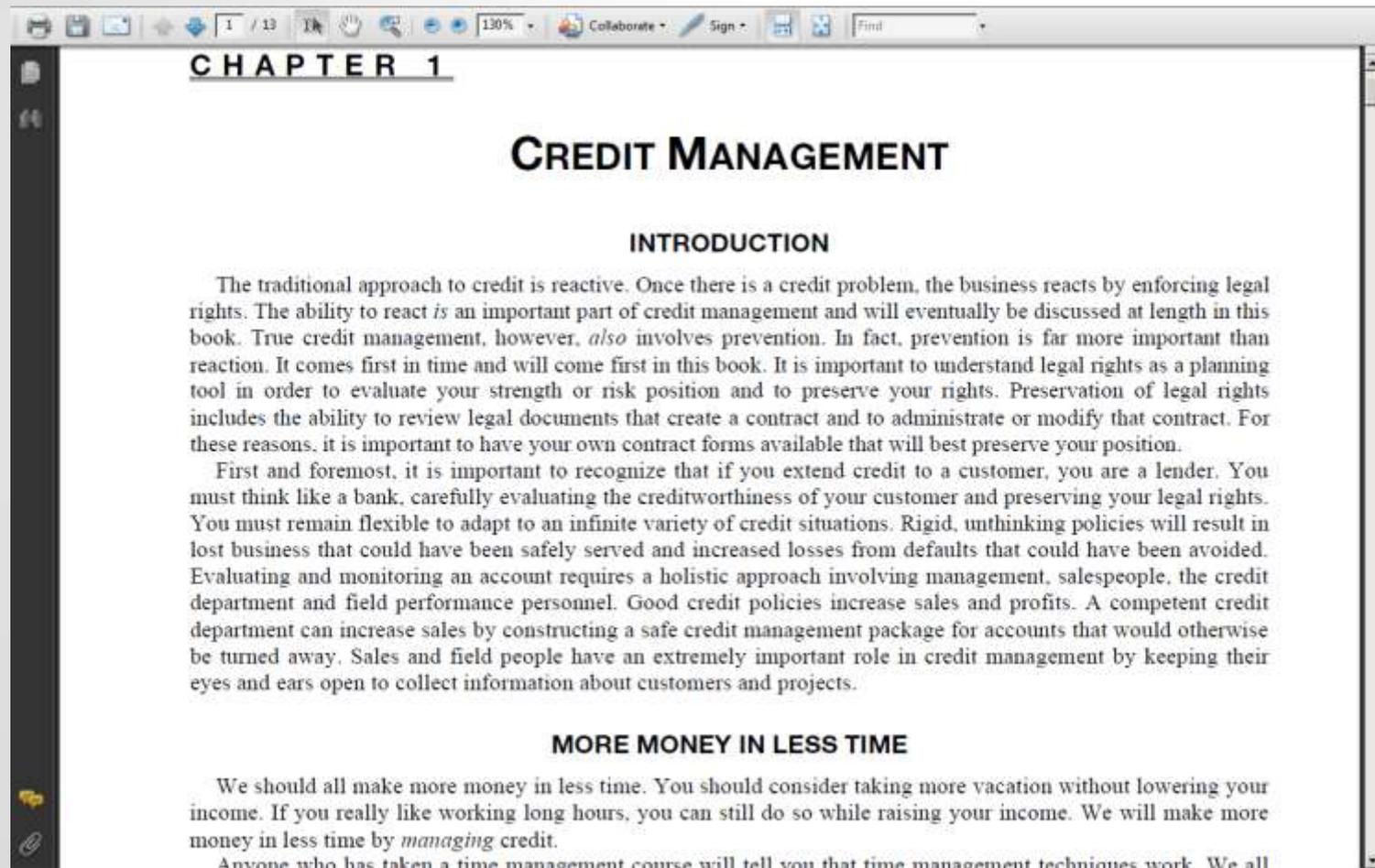
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# Construction Law Survival Guide



## CHAPTER 1

# CREDIT MANAGEMENT

## INTRODUCTION

The traditional approach to credit is reactive. Once there is a credit problem, the business reacts by enforcing legal rights. The ability to react *is* an important part of credit management and will eventually be discussed at length in this book. True credit management, however, *also* involves prevention. In fact, prevention is far more important than reaction. It comes first in time and will come first in this book. It is important to understand legal rights as a planning tool in order to evaluate your strength or risk position and to preserve your rights. Preservation of legal rights includes the ability to review legal documents that create a contract and to administrate or modify that contract. For these reasons, it is important to have your own contract forms available that will best preserve your position.

First and foremost, it is important to recognize that if you extend credit to a customer, you are a lender. You must think like a bank, carefully evaluating the creditworthiness of your customer and preserving your legal rights. You must remain flexible to adapt to an infinite variety of credit situations. Rigid, unthinking policies will result in lost business that could have been safely served and increased losses from defaults that could have been avoided. Evaluating and monitoring an account requires a holistic approach involving management, salespeople, the credit department and field performance personnel. Good credit policies increase sales and profits. A competent credit department can increase sales by constructing a safe credit management package for accounts that would otherwise be turned away. Sales and field people have an extremely important role in credit management by keeping their eyes and ears open to collect information about customers and projects.

## MORE MONEY IN LESS TIME

We should all make more money in less time. You should consider taking more vacation without lowering your income. If you really like working long hours, you can still do so while raising your income. We will make more money in less time by *managing* credit.

Anyone who has taken a time management course will tell you that time management techniques work. We all

# Credit Beyond the Numbers

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## CREDIT BEYOND THE NUMBERS

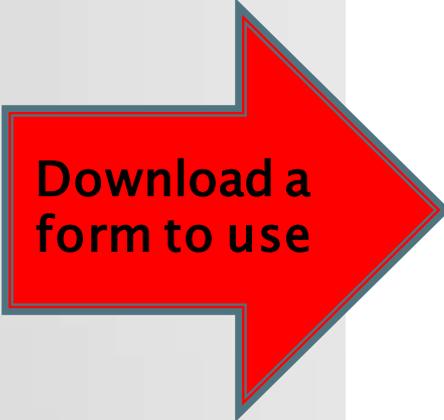
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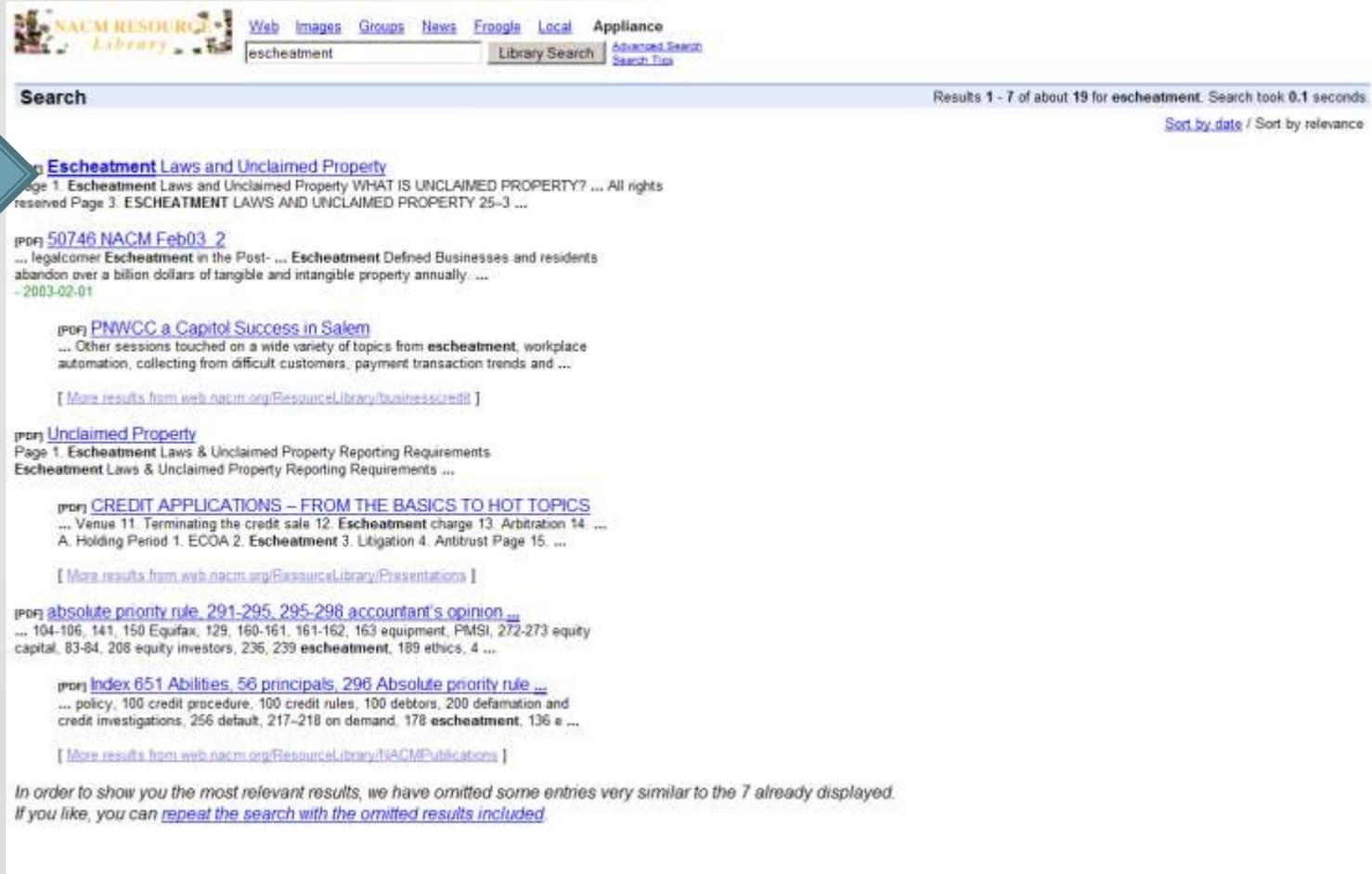
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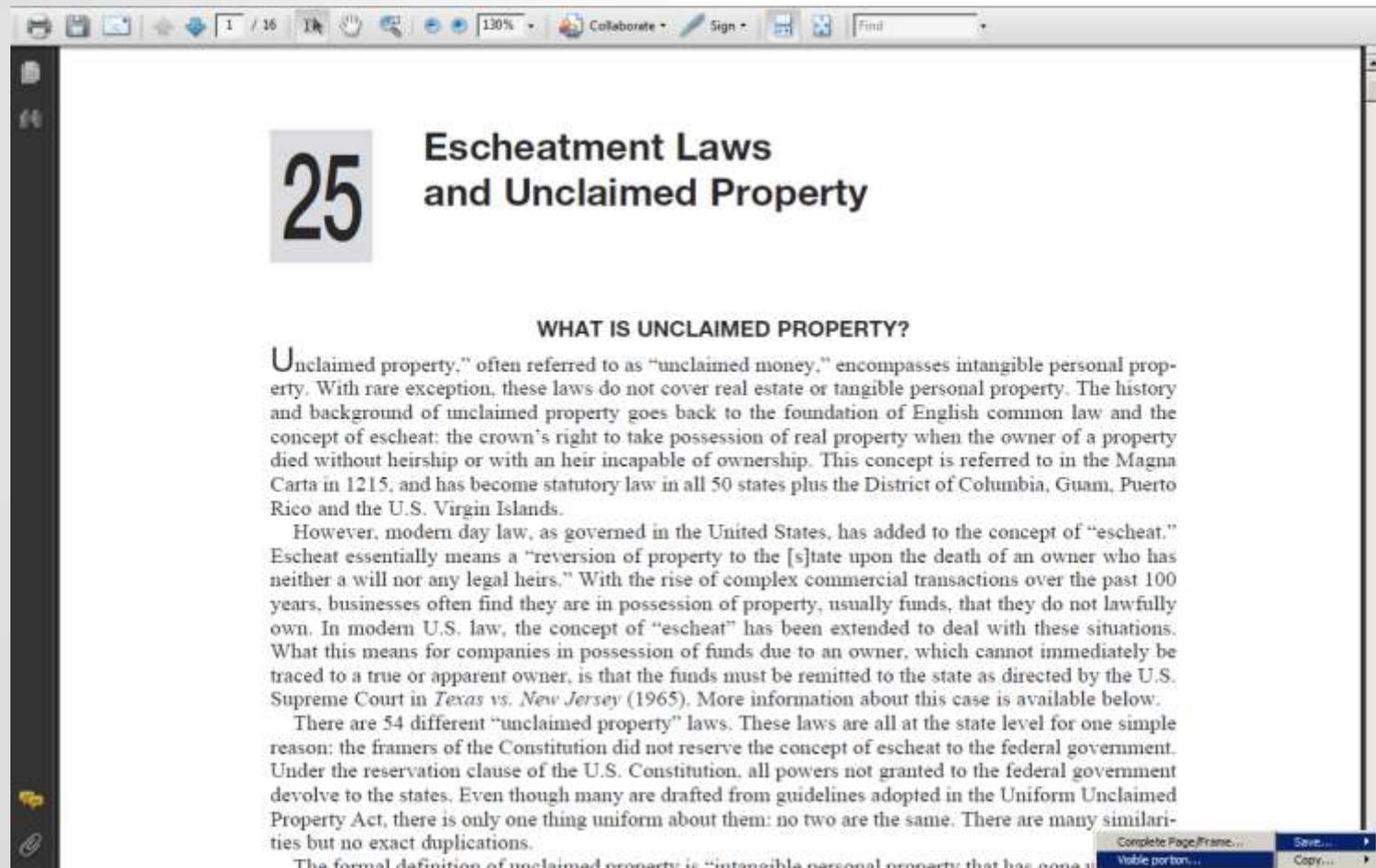
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# First search result (Credit Manual)



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## 25 Escheatment Laws and Unclaimed Property

### WHAT IS UNCLAIMED PROPERTY?

Unclaimed property," often referred to as "unclaimed money," encompasses intangible personal property. With rare exception, these laws do not cover real estate or tangible personal property. The history and background of unclaimed property goes back to the foundation of English common law and the concept of escheat: the crown's right to take possession of real property when the owner of a property died without heirship or with an heir incapable of ownership. This concept is referred to in the Magna Carta in 1215, and has become statutory law in all 50 states plus the District of Columbia, Guam, Puerto Rico and the U.S. Virgin Islands.

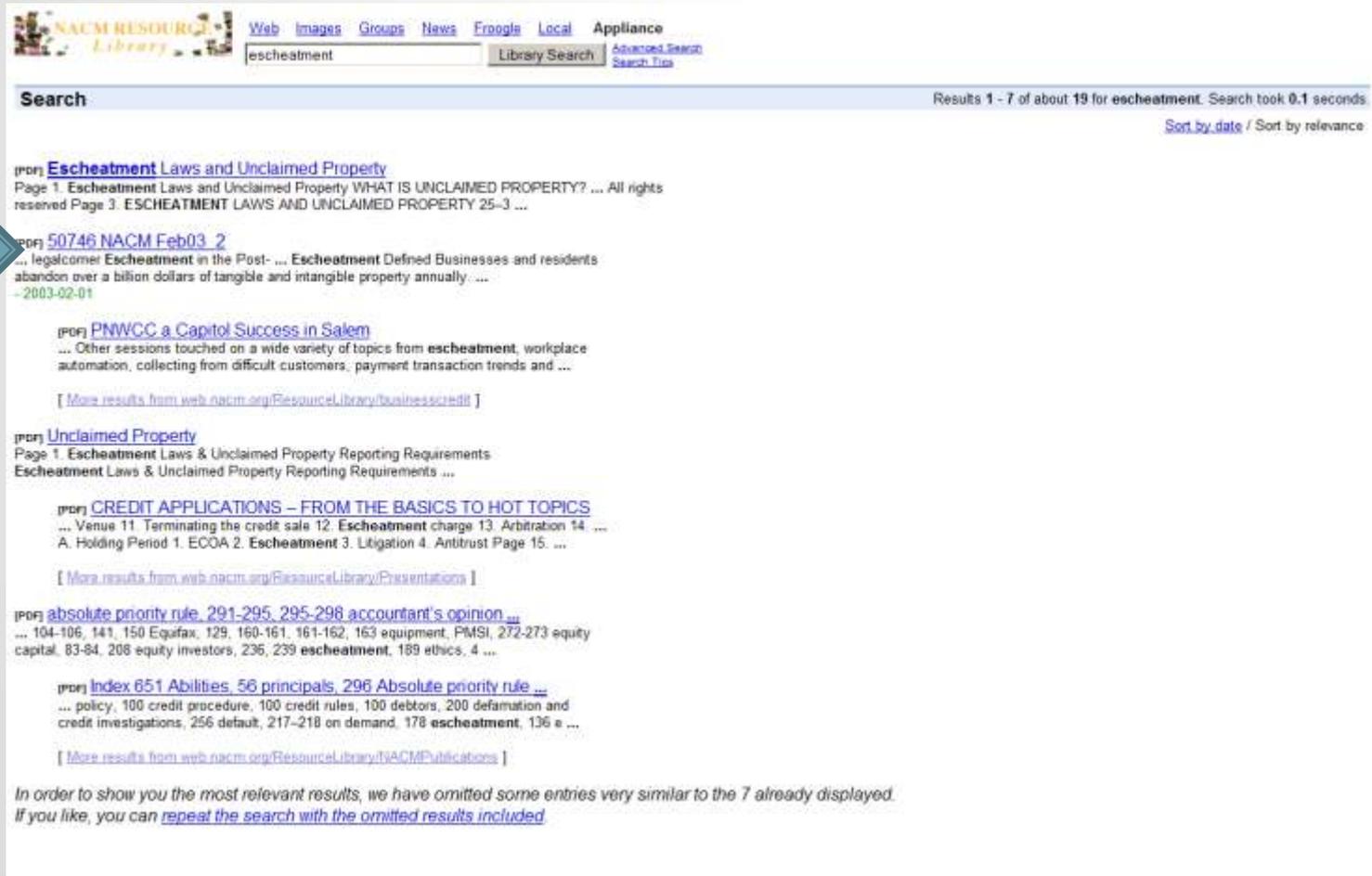
However, modern day law, as governed in the United States, has added to the concept of "escheat." Escheat essentially means a "reversion of property to the [s]tate upon the death of an owner who has neither a will nor any legal heirs." With the rise of complex commercial transactions over the past 100 years, businesses often find they are in possession of property, usually funds, that they do not lawfully own. In modern U.S. law, the concept of "escheat" has been extended to deal with these situations. What this means for companies in possession of funds due to an owner, which cannot immediately be traced to a true or apparent owner, is that the funds must be remitted to the state as directed by the U.S. Supreme Court in *Texas vs. New Jersey* (1965). More information about this case is available below.

There are 54 different "unclaimed property" laws. These laws are all at the state level for one simple reason: the framers of the Constitution did not reserve the concept of escheat to the federal government. Under the reservation clause of the U.S. Constitution, all powers not granted to the federal government devolve to the states. Even though many are drafted from guidelines adopted in the Uniform Unclaimed Property Act, there is only one thing uniform about them: no two are the same. There are many similarities but no exact duplications.

The formal definition of unclaimed property is "intangible personal property that has come u

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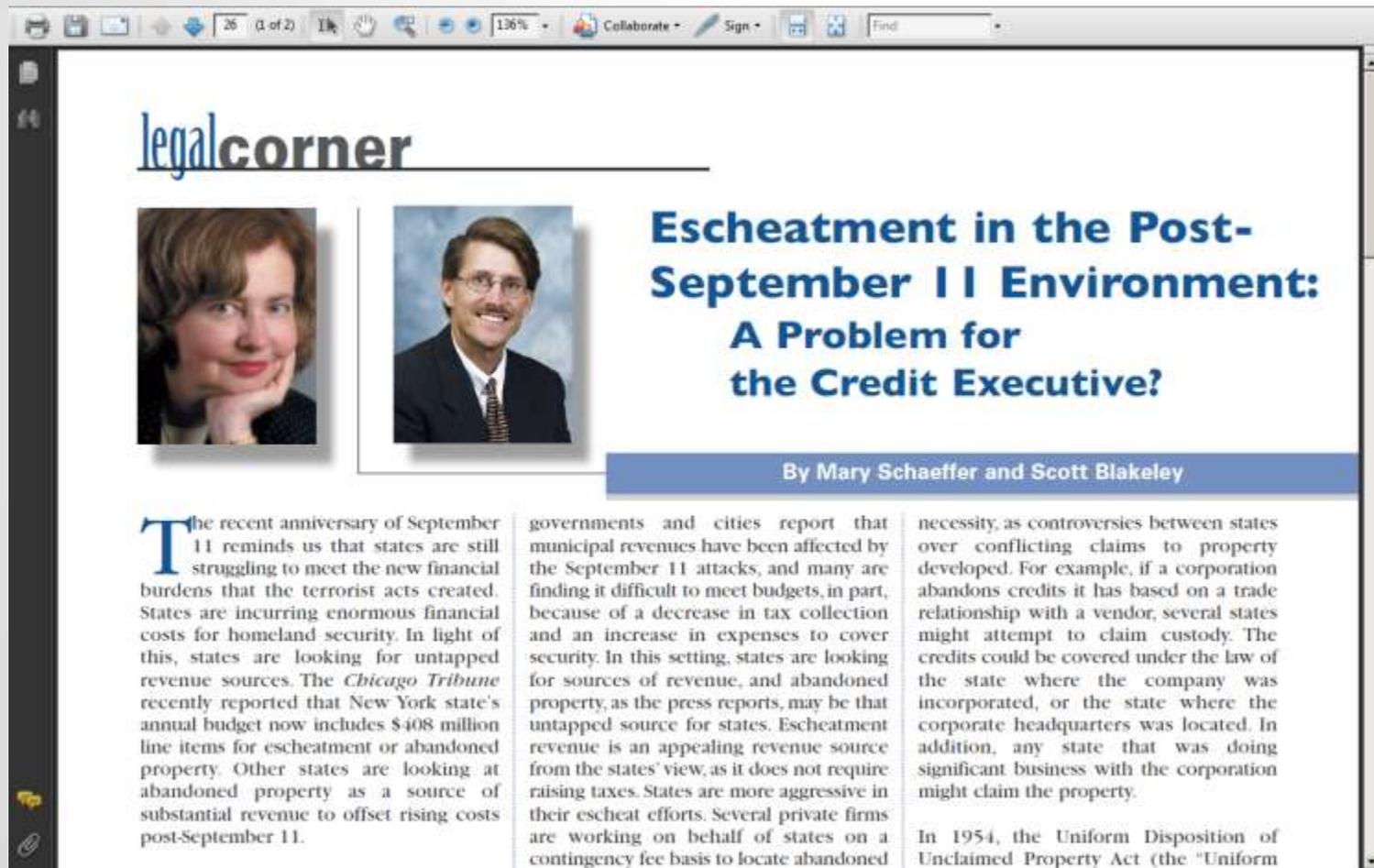
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## Escheatment in the Post-September 11 Environment: A Problem for the Credit Executive?

By Mary Schaeffer and Scott Blakeley

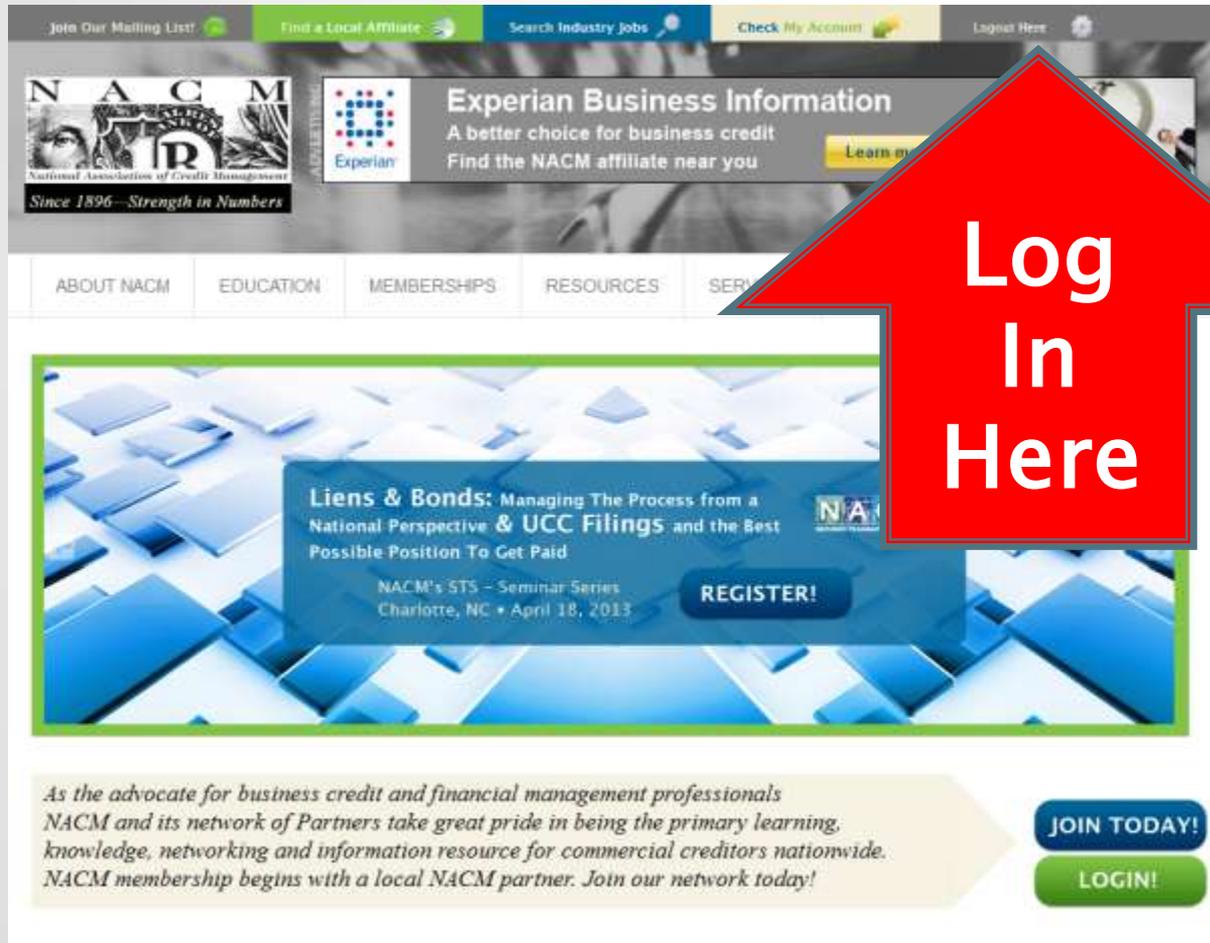
**T**he recent anniversary of September 11 reminds us that states are still struggling to meet the new financial burdens that the terrorist acts created. States are incurring enormous financial costs for homeland security. In light of this, states are looking for untapped revenue sources. The *Chicago Tribune* recently reported that New York state's annual budget now includes \$408 million line items for escheatment or abandoned property. Other states are looking at abandoned property as a source of substantial revenue to offset rising costs post-September 11.

governments and cities report that municipal revenues have been affected by the September 11 attacks, and many are finding it difficult to meet budgets, in part, because of a decrease in tax collection and an increase in expenses to cover security. In this setting, states are looking for sources of revenue, and abandoned property, as the press reports, may be that untapped source for states. Escheatment revenue is an appealing revenue source from the states' view, as it does not require raising taxes. States are more aggressive in their escheat efforts. Several private firms are working on behalf of states on a contingency fee basis to locate abandoned

necessity, as controversies between states over conflicting claims to property developed. For example, if a corporation abandons credits it has based on a trade relationship with a vendor, several states might attempt to claim custody. The credits could be covered under the law of the state where the company was incorporated, or the state where the corporate headquarters was located. In addition, any state that was doing significant business with the corporation might claim the property.

In 1954, the Uniform Disposition of Unclaimed Property Act (the "Uniform

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The image shows a screenshot of the NACM website. At the top, there is a navigation bar with links: "Join Our Mailing List", "Find a Local Affiliate", "Search Industry Jobs", "Check My Account", and "Logout Here". Below this is a banner for "Experian Business Information" with the text "A better choice for business credit" and "Find the NACM affiliate near you". A large red arrow with the text "Log In Here" points to the "Check My Account" link. Below the banner is a navigation menu with links: "ABOUT NACM", "EDUCATION", "MEMBERSHIPS", "RESOURCES", and "SERVICES". The main content area features a seminar titled "Liens & Bonds: Managing The Process from a National Perspective & UCC Filings and the Best Possible Position To Get Paid" with a "REGISTER!" button. At the bottom, there is a call to action: "As the advocate for business credit and financial management professionals NACM and its network of Partners take great pride in being the primary learning, knowledge, networking and information resource for commercial creditors nationwide. NACM membership begins with a local NACM partner. Join our network today!" with "JOIN TODAY!" and "LOGIN!" buttons.

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Since 1896—Strength in Numbers

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A better choice for business credit  
Find the NACM affiliate near you

ABOUT NACM EDUCATION MEMBERSHIPS RESOURCES SERVICES

**Liens & Bonds: Managing The Process from a National Perspective & UCC Filings and the Best Possible Position To Get Paid**  
NACM's STS - Seminar Series  
Charlotte, NC • April 18, 2013

**REGISTER!**

*As the advocate for business credit and financial management professionals NACM and its network of Partners take great pride in being the primary learning, knowledge, networking and information resource for commercial creditors nationwide. NACM membership begins with a local NACM partner. Join our network today!*

**JOIN TODAY!**  
**LOGIN!**

# My Account

Check the Directory Register for Events Shop the Online Store Check My Account Members

**NACM**  
National Association of Credit Management  
Since 1896—Strength in numbers

SPECIALTY MEMBERSHIPS

**ASSET PROTECTION GROUP**  
NACM's  
The industry's leading  
PROPERTY-CASUALTY AND  
LIABILITY SERVICE

**NACM-Canada**  
National Association of Credit Management

**FCIB**  
The Financial Crime Institute  
Business Education

**NACM**  
SECURED TRANSACTION SERVICES

HOME LOG OFF CONTACT US

**DIRECTORY** **EVENTS** **STORE**

**MY ACCOUNT**

Hello Robin Schauseil,  
Use this area to view and update your info

- Summary
- Personal Address
- Participation
- Order history
- ID & password

Update, Review, Modify Your Information

# My Account: Personal Information



HOME

LOG OFF

DIRECTORY

EVENTS

## UPDATE YOUR PERSONAL INFO HERE.

Summary  
Personal  
Address  
Participation  
Order history  
ID & password

ID	000389
* First name	<input type="text" value="Robin"/>
* Last name	<input type="text" value="Schauseil"/>
Suffix	<input type="text" value=""/>
Title	<input type="text" value="President &amp; COO"/>
Organization	<input type="text" value="NACM National"/>
* Email	<input type="text" value="robins@nacm.org"/>
Confirm email	<input type="text" value=""/>
Work phone	<input type="text" value="(410) 740-5560"/>
Home phone	<input type="text" value="(443) 755-0441"/>
Fax	<input type="text" value="(410) 740-5574"/>

Update  
Your  
Info

# Change Your Logon & Password



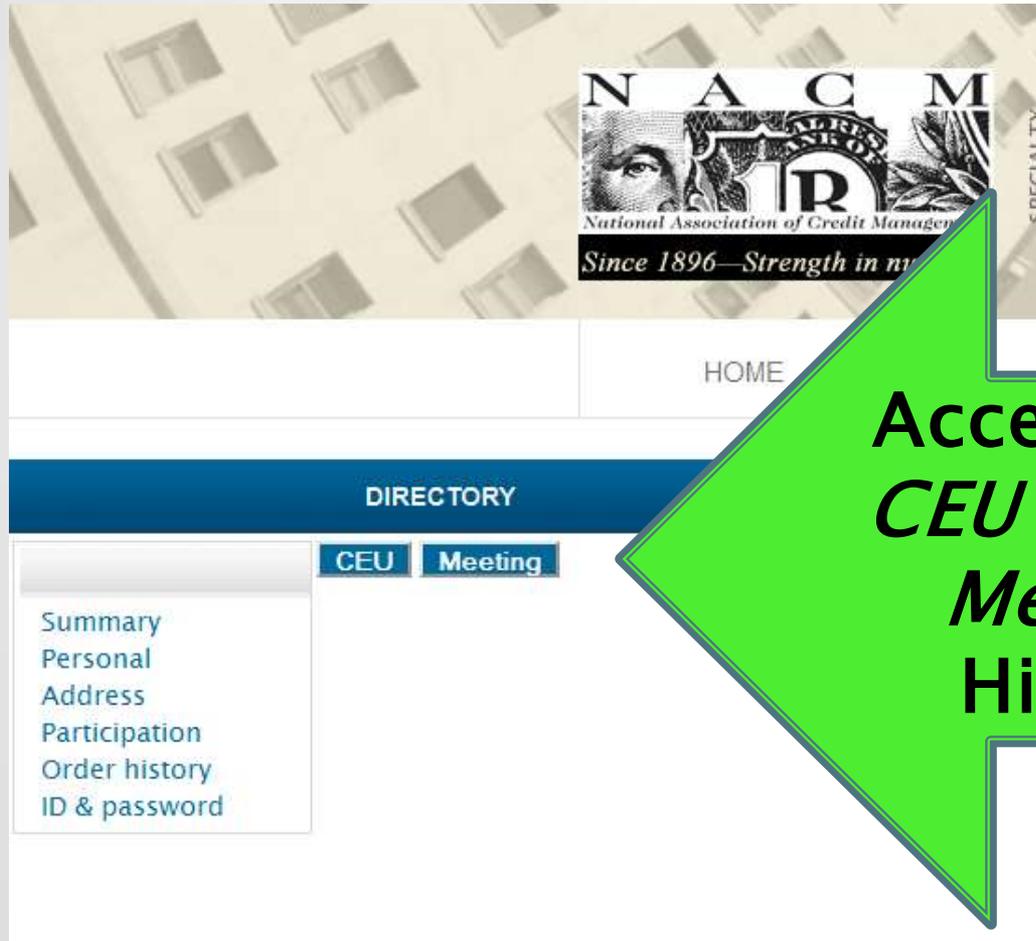
The screenshot shows the NACM website interface. At the top, there is a banner with the NACM logo and the text "National Association of Credit Management Since 1896—Strength in numbers". Below the banner, there are navigation links for "HOME" and "LOG C". A blue navigation bar contains "DIRECTORY" and "EV". On the left, a sidebar menu lists: "Summary", "Personal", "Address", "Participation", "Order history", and "ID & password". The main content area has two sections:

**Modify Logon**  
Current logon: ROBINS  
• New logon:   
• Current password:   
**Save**

**Modify Existing Password**  
• Current password:   
• New password:   
• Confirm new password:   
**Save**

If it's easier to remember: make your NACM National log on match your NACM Affiliate log on!  
One NACM ... working for you!

# Keep Track of Your Participation!



The screenshot displays the NACM website interface. At the top, there is a banner for the National Association of Credit Management (NACM) with the text "NACM National Association of Credit Management Since 1896—Strength in numbers" and "SPECIALTY" on the right. Below the banner, there is a navigation menu with "HOME" and "DIRECTORY". Under "DIRECTORY", there are two tabs: "CEU" and "Meeting". A dropdown menu is open under "Meeting", listing the following options: Summary, Personal, Address, Participation, Order history, and ID & password. A large green arrow with a black outline points from the right side of the screen towards the "Participation" option in the dropdown menu.

Access your  
*CEU* and/or  
*Meeting*  
History

# CEU History: CEUs, Recert CEUs and FCIB ICEUs

HOME LOG OFF

DIRECTORY EVENTS COUNT

CEU Meeting

Summary  
Personal  
Address  
Participation  
Order history  
ID & password

Date	Course	Description	CEU	Recert	ICEU
11/13/2012	21849	23rd Annual Global Conference	0.300	0.300	2.000
11/12/2012	21848	23rd Annual Global Conference	0.550	0.550	4.000
10/26/2012	21732	14th Annual Credit Conference & Expo	0.200	0.200	2.000
10/25/2012	21731	14th Annual Credit Conference & Expo	0.400	0.400	4.000
09/21/2012	21317	Maximizing Employee Engagement	0.200	0.200	0.000
09/20/2012	21311	Building a Strength-Based Leadership Culture	0.200	0.200	0.000
09/20/2012	21313	Positive Language in Communications ? Evaluating the Words you Choose	0.200	0.200	0.000
07/30/2012	21323	Business by Phone	0.200	0.200	0.000
05/15/2012	21363	FCIB's International Credit & Risk Management Summit	0.200	0.200	0.000
05/14/2012	21362	FCIB's International Credit & Risk Management Summit	0.200	0.200	0.000
05/04/2012	19927	FCIB ICE Conference	0.200	0.200	0.000
05/03/2012	19926	FCIB ICE Conference	0.200	0.200	0.000
11/13/2011	FG11/STAFF	Staff Member	2.000	0.000	0.000
11/14/2010	FG10/STAFF	Staff Member	2.000	0.000	0.000
05/18/2010	18019	Super Session & Annual Business Meeting	0.150	0.150	0.000
05/17/2010	18018	General Session	0.150	0.150	0.000
11/15/2009	FG09/STAFF	Staff Member	2.000	0.000	0.000
06/16/2009	17037	The Milkshake Moment: Overcoming Stupid Systems, Pointless Policies and Muddled Management	0.100	0.100	0.000
06/15/2009	17018	Awakening Corporate Soul	0.100	0.100	0.000

CEU = Continuing Education Units  
Recert = CEUs valid for Recertification  
ICEU = CEUs for ICCE Certification

CEUs

# Meetings History



[HOME](#)

[LOG OFF](#)

[DIRECTORY](#)

[EVENTS](#)

[CEU](#) [Meeting](#)

[Summary](#)  
[Personal](#)  
[Address](#)  
[Participation](#)  
[Order history](#)  
[ID & password](#)

Date	Meeting	Description
11/11/2012	FG12	FCIB 23rd Annual Global Conference
10/25/2012	FCON12	NACM Canada 14th Annual Credit Conference & Expo
09/19/2012	CFDD0912	CFDD National Conference
06/18/2012	EGD12	NACM Graduate School of Credit & Financial Management
06/10/2012	CC12	116th Annual Credit Congress & Exposition
05/13/2012	FINTL0512	FCIB's International Credit & Risk Management Summit
05/02/2012	FICE12	FCIB I.C.E. Conference
11/13/2011	FG11	FCIB 22nd Annual Global Conference
10/20/2011	FCON11	NACM Canada 13th Annual Credit Conference & Expo
10/16/2011	FINTL1011	FCIB's International Credit & Risk Management Conference
10/06/2011	CFDD1011	CFDD National Conference
06/20/2011	EGD11	NACM Graduate School of Credit & Financial Management
05/22/2011	CC11	115th Annual Credit Congress & Exposition
04/17/2011	FICE11	FCIB ICE Conference
11/14/2010	FG10	FCIB 21st Annual Global Conference
10/21/2010	FCON10	NACM Canada 12th Annual Credit Conference & Expo
10/07/2010	CFDD1010	CFDD National Conference
09/22/2010	FNY910	FCIB New York Round Table
06/21/2010	EGD10	NACM Graduate School of Credit & Financial Management
05/16/2010	CC10	114th Annual Credit Congress & Exposition

# Benefits of Membership

- ▶ Information & Resources
  - Business Credit magazine
  - eNews
  - Blog
  - Monthly surveys
  - Bookstore / Books:
    - Manual of Credit and Commercial Laws
    - Principles of Business Credit,
    - Credit Management Practices & Principles
  - Resource Library (benefit)



# Become part of the story through participation in Surveys

[Home](#) > [NACM Survey](#) > [Survey Results](#)

## NACM SURVEY RESULTS

Below you will find several links to view the results of our current and past surveys. Please click on the link below that corresponds to the survey you would like to view. Be sure to check our weekly issues of eNews and monthly issues of *Business Credit* magazine where you will find extensive write-ups on monthly survey results.

- [April 2009 Monthly Survey](#)
- [May 2009 Monthly Survey](#)
- [June 2009 Monthly Survey](#)
- [July 2009 Monthly Survey](#)
- [August 2009 Monthly Survey](#)
- [September 2009 Monthly Survey](#)
- [October 2009 Monthly Survey](#)
- [November 2009 Monthly Survey](#)
- [December 2009 Monthly Survey](#)
- [January 2010 Monthly Survey](#)
- [February 2010 Monthly Survey](#)
- [March 2010 Monthly Survey](#)
- [April 2010 Monthly Survey](#)
- [May 2010 Monthly Survey](#)
- [June 2010 Monthly Survey](#)

# Professional Designations

## ▶ Professional Designation Program

Credit Business Associate (CBA)

Credit Business Fellow (CBF)

Certified Credit & Risk Analyst (CCRA)

Certified Credit Executive (CCE)

Certified International Credit Professional (CICP)

International Certified Credit Executive (ICCE)

# Professional Designations

## ▶ Professional Designation Program

NACM Designation Exams:

4 times annually

Online Practice Exams

Review Courses in the Credit  
Learning Center

# Free Practice Exams for the CBA and CBF Designation Exams

<a href="#">ABOUT NACM</a>	<a href="#">EDUCATION</a>	<a href="#">MEMBERSHIPS</a>	<a href="#">RESOURCES</a>	<a href="#">SERVICES</a>	<a href="#">JOIN NACM</a>	<input type="text" value="SEARCH"/>
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[Home](#) > [Certification Program](#) > [Practice Exams](#)

## PRACTICE EXAMS

As an additional study tool for the CBA and CBF designation exams, NACM offers practice exams. The practice exams use sample questions on relevant topics to simulate the level and types of questions found on the actual exam. Please note that the practice exams are intended to provide a sampling of the CBA and CBF exams' questions and scope. The questions on the practice exam are not necessarily the same questions that will appear on the actual exams. For more detail on the certification exams, please refer to the [Exam Study Guides](#).

[CBA Practice Exam](#)

[CBF Practice Exam](#)

**Click to access  
free practice  
exams**

[EDUCATION](#)

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[CAP/ACAP PROGRAMS](#)

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[CERTIFICATE SESSIONS](#)

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[CERTIFICATION PROGRAM](#) 

- [○ CCRA](#)
- [○ About CEUs](#)
- [○ CEU Request Form](#)
- [○ Career Roadmap](#)
- [○ CBA](#)
- [○ CBF](#)
- [○ CCE](#)
- [○ Exam Schedule](#)
- [○ How to Apply](#)
- [○ Certification Application Forms](#)
- [○ Study Guides](#)
- [○ Practice Exams](#)
- [○ Success Stories](#)
- [○ Registration Form](#)

# The Compensation Study Says:

Those who have earned one or more certifications (CBA, CBF, and/or CCE), earn (on average) 5.6 % more than those professionals with no certifications.

The salaries for those with the CCE designation average 8.7% higher than for those survey respondents with no certifications.

# Networking & Learning

- ▶ **NACM Annual Convention:** Credit Congress
- ▶ **Online Course Program:** Accounting, Business Law & Credit Law
- ▶ **Credit Learning Center:** Courses – including Business Credit Principles & Financial Statement Analysis I, and single modules
- ▶ **Graduate School of Credit & Financial Management**
- ▶ **Audio Teleconferences & Webinars**

# NACM's Credit Learning Center

## CREDIT LEARNING CENTER

BROWSE THE CREDIT  
LEARNING CENTER

*PLEASE READ THIS PAGE THOROUGHLY  
BEFORE MAKING A PURCHASE*

The NACM Credit Learning Center (CLC) is an online learning venue, created to bring 24/7 access to educational sessions for today's busy business credit professional. Click on the links below to learn more about the CLC.

### Digital Brochure



### Course Listings

[BROWSE THE CREDIT LEARNING CENTER](#)

### Video Demo



### Testimonials

*"I really enjoyed the topics that were covered through the course. I thought that it was a good selection of classes and I personally feel anyone in the credit/collections role should take this course. I loved the topic of Credit and Sales Partnership. I feel that is one of my every day struggles and appreciate the helpful information that was given to make the sales and credit relationship a little bit stronger!"*

*-Business Credit Principles student*

*"I was very pleased with the modules, book and the website. It is a very good option for people who are self motivated and have restrictive schedules. The Credit Learning Center courses give students the flexibility needed to fit course study into their schedules when it best suits them."*

*-Financial Statement Analysis I student*

# Access to Education 24/7

Module Name	Summary	Purchase	View	Quiz
<b>Advanced Credit Policy - Part 1</b> This module also included in: Advanced Credit Policy	The major topic in this module is making credit decisions. <a href="#">More info</a>	Can Only Be Purchased as Part of a Full Course	N/A	N/A
<b>Advanced Credit Policy - Part 2</b> This module also included in: Advanced Credit Policy	The major topic for this module is the analysis of terms of sale. <a href="#">More info</a>	Can Only Be Purchased as Part of a Full Course	N/A	N/A
<b>Advanced Credit Policy - Part 3</b> This module also included in: Advanced Credit Policy	The major topic for this module is monitoring the outcomes of credit policy. <a href="#">More info</a>	Can Only Be Purchased as Part of a Full Course	N/A	N/A
<b>Anatomy of a Preference</b> This module also included in: Commercial Bankruptcy Credit Specialist Business Credit Principles	This module will present the steps the credit professional can take to build a strong defense against preference claims and minimize the cost of legal fees. Practicing good Credit Department Hygiene and knowing your customers and their payment patterns and how they align with the allowable defenses of a preference, can better the creditor's position for a strong defense. <a href="#">More info</a>	<a href="#">Add to Cart</a> \$69.95	N/A	N/A
<b>Bankruptcy - Setting the Stage</b> This module also included in: Commercial Bankruptcy Credit Specialist Business Credit Principles	This learning module will provide a broad overview of bankruptcy to familiarize the student with the different chapters of bankruptcy and the parties involved. <a href="#">More info</a>	<a href="#">Add to Cart</a> \$69.95	N/A	N/A
<b>Bankruptcy – Exercising Your Rights as a Creditor</b> This module also included in: Commercial Bankruptcy Credit Specialist Business Credit Principles	This learning module will present the topics of Reclamation, Administrative Claims and Dealings with Bankruptcy. <a href="#">More info</a>	<a href="#">Add to Cart</a> \$69.95	N/A	N/A
<b>Bankruptcy – Navigating the Chapters</b> This module also included in: Commercial Bankruptcy Credit Specialist Business Credit Principles	This learning module discusses the major bankruptcy chapters in depth and describes how a creditor can deal with and work through the different chapters of bankruptcy. <a href="#">More info</a>	<a href="#">Add to Cart</a> \$69.95	N/A	N/A
<b>Basic Collection Training</b> This module also included in: Commercial Collections Specialist	This module provides the credit professional with an introduction to how to make an effective collection call. Key information covered will include the importance of professionalism, how to prioritize and prepare for a call, details necessary for an effective call, the importance of documenting your calls, the importance of follow-up, and how to handle angry customers. In addition this module will present role-plays of several collection calls. <a href="#">More info</a>	<a href="#">Add to Cart</a> \$69.95	N/A	N/A
<b>Battle of the Forms</b>	How do you win the "Battle of the Forms" in a Uniform Commercial Code sale of goods? This presentation will answer these questions to help you navigate the "Battle of the Forms". <a href="#">More info</a>	<a href="#">Add to Cart</a> \$69.95	N/A	N/A
<b>Business Credit Fraud</b> This module also included in: Business Credit Principles	This learning module provides a description of known circumstances that most frequently reveal the trail of fraud in the making, and help credit professionals identify the steps necessary to protect their firms from financial loss through credit risk. <a href="#">More info</a>	<a href="#">Add to Cart</a> \$69.95	N/A	N/A
<b>Business Plan for the Credit Function</b>	Why plan when time and resources are limited? The answer: to enhance your ability to make good decisions and to make you	<a href="#">Add to Cart</a> \$69.95	N/A	N/A

# NACM's Secured Transaction Services

- ▶ Lien Navigator
- ▶ Notice-to-Owner Service
  - Internally produced
  - Attorney facilitated
- ▶ Liens
- ▶ Foreclosures
- ▶ UCC Filing Service



# FCIB:

## Finance, Credit & International Business

- ▶ Membership
- ▶ Information: International Credit Reports, Economic Summaries, Daily Strategic Briefs, Online Library, Member Forum
- ▶ Education:
  - Conferences: 1 fall US and 1 spring European
  - Round Tables: throughout the US and in Europe
  - Webinars: Doing Business In Series, Topics of Interest
  - Online Courses:
    - ICRM leads to the CICP designation
    - Export Regulations & Compliance
    - Foreign Exchange



# Representation on Capitol Hill

- ▶ Employ Lobbyist Jim Wise
  - Active Government Affairs Committee
    - Issues include:
      - 3% tax/withholding
      - Privacy legislation
      - Bankruptcy Legislation

# NACM National Trade Credit Report

By Businesses For Businesses  
NACM Trade Credit Reports

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N A C M  
National Trade Credit Report

Search

**NACM Trade Credit Reports Include:**

- Trade Payment Data
- Days Beyond Terms
- Fresh, robust, timely business information

**Great Report  
Great Price  
Exceptional Service**

- ✓ business subjects
- ✓ active tradelines
- ✓ real-time, dynamic scoring

**DOWNLOAD  
SAMPLE REPORT**

**Click here  
for more information.**

NACM Trade Credit Reports are The Right Choice!



# NACM

## National Trade Credit Report

### THE NATIONAL TRADE CREDIT REPORT IS:

- Drawn from a database of over 7 million tradelines
- Contributed by over 10,000 businesses nationwide
- Features "Days Beyond Terms" information along with a credit score



Click on the affiliate nearest you for NACM Trade Credit Reports.



# NACM

## National Trade Credit Report

### Why should I contribute my company's credit information?

- ▶ Increase Leverage
- ▶ Reward Good Payers
- ▶ Free Daily Monitoring
- ▶ Participate in Trade Groups
- ▶ Discounts on Services
- ▶ Support Your NACM
- ▶ It's Legal, Easy and Free

# NACM

## National Trade Credit Report

### Benefits of Sharing Your Trade Data

- ▶ Get paid faster, reduce your DSO
- ▶ Save money on NACM services
- ▶ Participate in industry trade groups
- ▶ Save time preparing for industry trade groups
- ▶ Contribute to the growth and stability of the economy
- ▶ Support the efforts of your fellow NACM members and colleagues

# NACM

**Your Advocate, your Resource,  
your Partner in Profit**

