



# Credit and Financial Development Division NEWSLETTER

The Official Publication of the NACM Credit and Financial Development Division

February 2007

## Letter from...

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



### What Can CFDD Do For Us?

Or, better yet, what can we give back to CFDD for all it does for us? Over the past several months, I have reflected on the many positive benefits of CFDD membership. Each helps us to achieve the highest level of our personal and professional potential. But what can we individually do to ensure the ongoing success of our organization as the professional resource for investing in ourselves?

Here are a few that come to mind... I am sure that you will have more:

- Attend the special and monthly educational Chapter meetings.
- Be an active Member, not just a name in the membership roster.
- Bring a guest to a Chapter meeting and introduce them to all CFDD has to offer.
- Promote CFDD at industry groups, company meetings, etc.
- Participate in local and National CFDD educational programs.
- Get involved... offer your talents and expertise on a committee, teach a class or lead a panel, serve as a director or officer at the local or National level.
- Bring in one new Member to your Chapter. Think of the potential this has!

- Be a Mentor. Help others reach for their best. Others helped us... pass it on!
- Utilize the many scholarship opportunities and resources at both the local and National levels.
- Earn a professional designation. Help someone else earn his or hers.
- Show your support and reap the benefits of attending and participating at the CFDD National Conference (October 2007, St. Louis, MO.)
- Contribute to your Chapter's publicity effort. Work on and/or write articles for the Chapter (or National) newsletter.
- Assist in fundraising. Fundraising is necessary to support our programs and scholarship efforts. What may be a chore for few often becomes an easy task for many.

CFDD has helped each of us, at some point, along the way throughout our careers. At any time in our membership, whether we are a "newbie" or a "seasoned" veteran (or even "well-seasoned", as I have been described), we each have something to offer to the CFDD organization and our fellow CFDD Members. Let's continue to work together and "make it happen!" What a truly professional group this continues to be!

With every best wish for a wonderful 2007!

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**CFDD**  
**National Conference**

**October 25-27, 2007**

**St. Louis, MO**  
Hilton St. Louis Airport

[www.cfdd.org](http://www.cfdd.org)



**CFDD is a leader in providing scholarship opportunities for our members. The statistics reflect this:**

**On the Chapter Level 2005-06:  
167 local scholarships awarded  
Scholarships total \$51,386.00**

**On the National Level 2005-06:  
64 scholarships awarded  
Scholarships total \$67,686.00**

**Combined Totals –  
May 1990 to May 2006:  
6,291 scholarships awarded  
Scholarships total \$1,295,360.00**

**SCHOLARSHIP  
DEADLINE IS  
APPROACHING!**

We currently offer 24 different scholarships in seven different categories. Scholarship applications are available on the CFDD website ([www.cfdd.org](http://www.cfdd.org)) and the Leadership Disk which is distributed to every Chapter on a yearly basis. In addition, each Chapter has a NEW PowerPoint presentation to share with members entitled “Scholarship Completion Guidelines,” which can guide members through the process. Key points:

- Application must be typed or computer generated
- Scholarships are valid for 12 months following the award date
- Applications must be signed by the Member and the Chapter president
- The original application and three copies must be submitted to the National CFDD office
- Deadline is March 15 of every year—no exceptions

Feel free to contact the National office, your National Board Members or your Chapter president for additional information or assistance. We are all here to serve you!

CFDD remains committed to aiding credit professionals in their career development. Take advantage of the scholarships available—

**INVEST IN YOURSELF!**

# DON'T FORGET your applications for the program and publicity awards, and these special awards as well.

## Marilynn Daugherty Spirit Award

The Marilyn Daugherty Spirit Award will be judged annually by the MSDA Selection Committee, but will only be awarded when the committee feels an individual merits such a honor. Anyone can submit a candidate for this award. The Candidate must be a CFDD Member for a minimum of 10 years and has held an office in their local CFDD Chapter. The judges will focus on participation in and promotion of CFDD and the credit profession, candidate dedication, character and integrity. This award will be acknowledged during the CFDD luncheon at the NACM Credit Congress. (One entry per chapter)

## CFDD National Mentor Achievement Award

This award was established to recognize outstanding achievements by a CFDD member in the field of Mentoring. A letter of recommendation from an individual or chapter and testimony(ies) of Mentee(s) must be attached to the application, along with a biography of the candidate, including:

1. Their participation in and promotion of the Credit Profession and CFDD through the Mentoring process;
2. The achievements of those Mentored; and
3. Their dedication, character and integrity.

This award will be acknowledged during the CFDD luncheon at the NACM Credit Congress. (One entry per chapter)

## CFDD Distinguished Member Achievement Award

This award was established to recognize an individual member for exceptional contributions to their CFDD chapter and the CFDD organization. A letter of recommendation from the chapter including reasons for candidate's nomination must be attached to the application. This award will be acknowledged during the CFDD luncheon at the NACM Credit Congress. (One entry per chapter)

## On the Way UP

CHAPTER	MEMBER	COMPANY	POSITION/PROMOTION
Louisville	Kim Schoenbachler, CBA	Orr Safety Corp	Promotion-Senior Credit Specialist

## PROGRAM PICK

CHAPTER	TOPIC	SPEAKER/PRESENTER
Dallas/Fort Worth	Navigating the Judicial Court System	Attorney
Tacoma	CFDD 2006-2007 National Scholarships	President CFDD
Jasper	Business Writing Skills Workshop	School of Business
Salem-Albany	Self Management-Time Management	Manager
Richmond	Residential & Commercial Construction	
	Loan Disbursement Process	Bank Officer
Wichita	Think Like a Thief	FBI Agent
Toledo	Selling Credit to Management	CFDD Past National
Omaha/Lincoln	Banker's View of Credit	Banker

# Chapter Spotlight

## South Puget Sound/Tacoma Chapter

The CFDD South Puget Sound Chapter, based in Tacoma, Washington, has long been active in living the mission of CFDD to promote the proliferation of credit knowledge, provide opportunities for learning, networking and self improvement, as well as a venue for members to give back to the association.

While many members have served on the Board of our Chapter, what may not be known is that we also have a strong history of Affiliate and National service. At present, nine of our members serve on the local NACM Affiliate Board of Directors, including Ms. Laurie Favour, CBF, who is our Chairman of the Board.

Members Laura Jones, CBA and Debbie deBoer, CBA serve as co-chairs of our annual auction “The Orchid”, which funds the Alice McGregor Scholarship Fund, providing much needed financial assistance to our local NACM Members. It’s also a roaring good time! This year’s auction will be held on St. Patrick’s Day and co-chair Laura Jones promises to get someone dressed up in green tights. No volunteers have stepped forward yet, but we’ll keep you posted.

We are very proud to have 21 certification holders in our Chapter. These include 16 CBAs, one CBF and four CCEs. And with exams just around the corner, we look forward to adding a few more to that tally soon.

At the local NACM Christmas party held December 8th, South Puget Sound Chapter members received the following awards:

- Credit Executive of the Year:  
Debbie deBoer, CBA, Miles Sand & Gravel Co.
- CBF Designation of Excellence Award:  
Laurie Favour, CBF, Gensco, Inc.
- CBA Designation of Excellence Award:  
Margie Huston, CBA, Vancouver Door Co., Inc.
- Student of the Year:  
Elisa Rizzolo, Weyerhaeuser Co.

It is our great pleasure to have a very strong relationship with our local NACM Affiliate and the Seattle CFDD Chapter. Local members rely upon each other for guidance, support and friendship. CFDD events are always open to guests and we are pleased that NACM representatives, Seattle Chapter members and our Area Director have been able to join us at our monthly meetings.

We spend a great deal of energy planning interesting educational programs for our members. We also have an annual credit seminar—this year’s is “Ethics and the Credit Profession.” These offerings usually include CEUs and CCE Recertification points, which is

an important factor in bringing continued value to our membership. Keeping members apprised of the many scholarship opportunities is also of great importance. To that end, our February meeting will be a walkthrough of the CFDD National scholarship application process.

This year we are even more busy than usual. As host of the Pacific Northwest Credit Conference to be held in Tacoma September 20-22, 2007, we are diligently planning for a great event. We encourage everyone to come visit us in the fall to have some fun, catch up with old friends, and meet some new ones, all while adding some points to your roadmap. You might be amazed at what you learn while enjoying yourself! Program topics include an update on antitrust and Situational Leadership. The opening speaker, local celebrity John Curley, is quite a witty gentleman. And the band for the Friday night banquet, The New Blues Brothers, is sure to please. Our website for the conference is under construction, but be sure to check back from time to time for updates at [www.pnwcc2007.com](http://www.pnwcc2007.com).

While you’re on the Web, check out our recently refurbished Chapter website at [www.cfddtacoma.org](http://www.cfddtacoma.org). You are welcome to attend any of our meetings—simply contact us to make a reservation.

See you soon in Tacoma!





# AWARDS & ACHIEVEMENTS

CHAPTER	MEMBER	COMPANY	AWARD & ACHIEVEMENT
Dallas/Fort Worth	Sherry Pettifer, MS, CBF	King Architectural Metals	Master of Science in Human Relations & Business
Minneapolis/St. Paul	Jo Rettke, CCE	Ferguson Enterprises	Top 25 Credit Managers of Ferguson, 2 years in a row
Louisville	Kim Schoenbachler, CBA	Orr Safety Corp	CBA designation
Tacoma	Debbie deBoer, CBA	Miles Sand & Gravel Co.	Credit Executive of the Year Local NACM Affiliate
Tacoma	Laurie Farvour, CBF	Gensco, Inc.	CBF Designation of Excellence Local NACM Affiliate
Tacoma	Margie Huston, CBA	Vancouver Door Co Inc.	CBA Designation of Excellence Local NACM Affiliate
Tacoma	Elisa Rizzolo	Weyerhaeuser Co.	Student of the Year Local NACM Affiliate
Seattle	Paulyne VanderSloot, CCE	PCS Millwork	CCE Designation of Excellence Local NACM Affiliate
Seattle	Sherry Wood, CCE	West Coast Paper	Mentor of the Year Local NACM Affiliate

## Important Dates to Remember

- March 10, 2007**      **National Newsletter submission for April edition**
- March 15, 2007**      **CFDD National Award Submissions:**  
 Scholarships  
 Regular Monthly Meeting Award  
 Seminar Award  
 Publicity Award  
 DMA Award  
 National Mentor Award  
 Marilyn Daugherty Spirit Award  
 \*\*One original and three copies
- April 10, 2007**      **March 31 Quarterly Membership report due to the Executive Director**
- April 15, 2007**      **Outgoing Chapter Presidents annual report due to the Executive Director**