



Southwest Business Credit Services



*Business Credit Information
Commercial Collections
Professional Education*

Announcing the 13th Annual Southwest Business and Construction Credit Conference April 2nd and 3rd, 2013

Presented by
Southwest Business Credit Services
www.nacmaz.org
602-252-8866
creditinfo@nacmaz.org

Sheraton Phoenix Airport Hotel
1600 South 52nd Street
Tempe, Arizona 85281
480-967-6600
www.sheratonphoenixairport.com

*Our 2013 Platinum Conference
Sponsor is BICA, the
Building Industry Credit Association*

B I C A

Refer 3 non-members and attend for FREE !!



The Southwest Business & Construction Credit Conference

Tuesday & Wednesday, April 2nd & 3rd, 2013.

Lien, bond and notice information will be presented by attorneys practicing in these states:

- Arizona
- California
- Nevada
- Utah
- Colorado
- New Mexico
- Texas
- Idaho
- Wyoming
- Montana
- Oregon
- North Dakota
- Washington

PLUS

- *Experts in Lien, Bonds, UCC and Notice Issues for all 50 States*

Business credit topics include:

- Bankruptcy briefing
- Effective collection methods
- Credit application basics
- Electronic payments
- Understanding the UCC
- Collecting from bankrupt or insolvent customers
- A conversation with the Registrar of Contractors
- Business Ethics
- Leadership & Conflict Resolution
- NSF Check Enforcement
- Electronic Documents and Legal Issues
- Personal Credit Awareness

Presented by Southwest Business Credit Services

Now in its 13th year, this is the premier educational event in the Southwest for business credit managers in all industries, and for those who supply construction materials or lend money for construction projects of any kind. Among the conference highlights are:

- *Over 30 information-packed sessions.*
- *Lien, bond and construction law sessions covering 13 Western States. We bring the experts to you.*
- *Vendor's Exposition featuring new services and products of interest to credit professionals.*
- *CEU's are available for professionals seeking NACM certification and re-certification.*
- *Closing general session featuring a panel of experts in credit management, business law, and collections.*

The Sheraton Phoenix Airport Hotel & Conference Center

1600 South 52nd Street, Tempe, Arizona 85281

Registration both days begins at 8:00 am. Continental breakfast as well as lunch both days, all conference materials, refreshments, and CEU/CCE recertification documents provided at no additional cost.

Who should attend:

Credit managers, controllers, CFO's, attorneys, business owners, credit analysts, bank lending officers, contractors and collection professionals.



Discounted tuition for early registration is now available. Reserve your place before February 20th and save !

Early Bird Registration has been extended to March 18th

Refer 3 non-members and you attend for FREE !!

<u>TUITION</u>	<u>SWBCS Members</u>	<u>Non-Members</u>
• Before March 18th	\$ 299	\$ 349
• After March 18th	\$ 319	\$ 369
• At the door	\$ 339	\$ 389

(10% discount for 3 or more attendees from same company)



Schedule of Events
The 2013 Southwest Business & Construction Credit Conference
Presented by Southwest Business Credit Services
and our Platinum Sponsor, the Building Industry Credit Association-BICA

TUESDAY, APRIL 2ND

8:00 AM	Registration and Continental Breakfast Canyon & Valley Rooms				
8:30 AM TO 10:00 FIRST SESSION	Arizona Preliminary Notices and Liens Jim Reed	California Lien Law Joe Hanna	Maricopa County Check Enforcement Bureau Margaret Street	Texas Lien Law Ragon Richey	Establishing & Enforcing Credit Policies Stella Ross
10:00 AM TO 10:15	Break and Expo Canyon and Valley Rooms				
10:15 AM TO 11:45 SECOND SESSION	State and Federal Bond Claims Jim Reed	Payment Bonds Credit Agreements Joe Hanna	Colorado Lien Law Mark Gruskin	Idaho & Wyoming Lien Law Dana Farmer	Ethics Based Decisions in the Workplace Mike Kennedy
11:45 AM TO 1:00	LUNCH & EXPO Canyon and Valley Rooms				
1:00 PM TO 2:30 THIRD SESSION	Credit Applications Problems & Solutions Jim Reed	UCC's Best Possible Position to Get Paid Greg Powelson	Colorado Lien Law Mark Gruskin	Montana & North Dakota Lien Law Dana Farmer	Effective Collection Techniques In Challenging Times Mark Kirkorsky
2:30 PM	Break & Expo Canyon and Valley Rooms				
2:45 PM TO 4:15 FOURTH SESSION	The Perils & Promise of Electronic Documents & Signatures Anne Bishop	Arizona Registrar of Contractors John Dempsey, Chief of Compliance	Vantiv & UTA VISA/MC Lawsuit Settlement & The Very Latest in Electronic Payments	Utah Lien Law Dana Farmer	Understanding The Legal Process For Collections Mark Kirkorsky

WEDNESDAY, APRIL 3RD

8:00 AM	Registration & Continental Breakfast Canyon and Valley Rooms				
8:30 AM TO 10:00 FIRST SESSION	Arizona Lien Law Mark Bogard	Oregon Lien Law Michael Halligan	Antitrust: What Every Credit Manager Must Know Jim Craft	Conflict Resolution How to Resolve Every Conflict Every Time Larry Barkan	Effective Collection Techniques In Challenging Times Mark Kirkorsky
10:00 AM	Break and Expo Canyon and Valley Rooms				
10:15 AM TO 11:45 SECOND SESSION	Post Judgment Collection Remedies Greg Gillis	SWBCS & Ansonia New On Line Credit Reporting Tools Bill Weiss	New Mexico Lien Law Mike Menicucci	Leadership for Challenging Times Larry Barkan	Your Personal Credit Report & Fico Score: What it takes to hit 850! Pat Nelson
11:45 AM TO 1:00	Lunch & EXPO Canyon and Valley Rooms				
1:00 PM TO 2:30 THIRD SESSION	Bankruptcy The Hot Issues Mike King	Washington Lien Law Michael Halligan	New Mexico Lien Law Mike Menicucci	Nevada Lien Law Shawn Morris	Your Personal Credit Report & Fico Score: What it takes to hit 850! Pat Nelson
2:45 PM TO 4:15 FOURTH SESSION	Closing General Session Ask the Experts: A Panel Discussion with Audience Participation Grand Prize Drawing-Must be Present to Win Canyon and Valley Rooms				

CEU's as well as CCE recertification points are available for most sessions.
Please be sure to indicate if you desire CEU's or points at the time you check in at the conference.

This is the only conference offering experts from the Western States presenting the latest essential lien law information that material suppliers, contractors, lenders and all others who extend credit in the construction industry need to know.

Not a construction industry credit professional ?

There's plenty offered for you as well ! Refresh your skills and those of your staff in other credit and collection related topics ranging from entry level to executive.

For those attendees desiring to book a room at the Sheraton, a special conference room rate from \$ 129 per night (single or double) has been negotiated.

The discount code is "NACM Arizona".

Make reservations directly with George Davis at 480-293-9077 or george.davis@sheratontempe.com.

To register for the conference, simply complete this form and fax to 602.257.5188, or mail to the address below. Questions ? 602.252.8866 or creditinfo@nacmaz.org (click here)

Name(s): _____
list additional attendees on next line

Company: _____ Member # _____

Address: _____

City/State/Zip: _____ Phone: _____

E-Mail address: _____ (We respect your privacy. We do not sell or share e-mail addresses.)

payment enclosed: \$ _____

bill member account: _____

charge to credit card: VISA MasterCard

Card number: _____ Expiration date: _____ CVV2 number: _____

Card billing address: _____ City: _____ State: _____ Zip: _____

Fax to 602.257.5188 or mail registration and payment method to:

Southwest Business Credit Services

P. O. Box 11274, Phoenix, Arizona 85061-1274

Cancellations must be received 72 hours prior to the event to avoid full price billing.

No-shows will be billed at full price.