







## *Skip Tracing*

**Have a debt you cannot collect and want to find the debtor? Come hear about Skip Tracing and ways customers who have not paid may be found.**

Please feel free to invite other people from your company to this part of the Super Days' events. The cost is \$24 per person for the event, \$27 for walk-ins. Same-day cancellations and no-shows will be billed.

Please sign up at <https://www.nacmsouthtexas.org/login.asp> to come to the event.

**11:30am-12:30pm**

Industry Credit Group meetings will follow the presentation.

**Lunch will be Bar-B-Que!**

If you have any questions or comments, please contact Pam Brennan at 281-228-6100 ext. 1318.

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## **WELCOME NEW MEMBERS!!!**

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Victory Packaging  
Vulcan Materials Company

Did you know NACM Houston's own Gary Appelt with Appelt Electric, Inc. has been elected Mayor of Alvin, TX starting June 1?

Congratulations, Gary!!!

**Did you  
know?**

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

# Successful Day on Capitol Hill for NACM

On April 25, among the lobbyists and constituents shuffling to and from Congressional offices in the nation's capitol, was a contingent of NACM members presenting their views on the important issues affecting business credit. The occasion was NACM's 2006 Advocacy Day, and it could be considered a success, judging from comments of the participants after it was over.

Robin Schauseil, CAE, NACM President, was appreciative of the efforts of those involved. "The enthusiasm and professionalism of our members helped to get our message across in a meaningful and personal way. I'm proud of how our members conducted themselves and the efforts they made to explain our positions on the critical issues confronting business credit that are before Congress this session."

Advocacy Day got off to an early start that morning with a briefing on issues by Jim Wise, NACM's Washington Representative. Wise mentioned the reorganizing of White House personnel that was taking place as well as how the majority leadership in the House and Senate was undergoing changes with the departure of Rep. Tom DeLay (R-TX), former House Majority Leader and Senate Majority Leader, Bill Frist (R-TN), who may be distracted by his bid for the Republican presidential nomination in 2008. Regarding current issues, Wise pointed out that Congress is considering tightening security and imposing restrictions on personal and financial information gathered and held by consumer credit agencies and credit information brokers. He said it would be important to explain to members of Congress and their staff that there is a clear and important distinction between consumer and commercial trade credit; and that any restrictions on consumer credit information should not be applied to commercial credit... that commercial credit data should not be as tightly regulated because it could hinder the free flow of information vital to making decisions on the extending of trade credit to customers. Wise also noted that businesses use such information solely to make credit decisions and are not sellers of that information—as is often the case with those involved in consumer credit data. "We don't resell information to information brokers," Wise affirmed.

Later that morning, participants in Advocacy Day heard from Paul Cancienne, a legislative assistant in the office of Rep. Mary Bono (R-CA), about several bills pending in the house that pertain to data security and related matters. In response to a question from Schauseil about whether it was possible for Congress to specify that personal data would be restricted to that which pertains to consumers, Cancienne said that Congress didn't want to narrow the definition of personal information in any way. Wise suggested, however, that language in the Bills could be clarified to distinguish between consumer and trade credit information by "breaking out" trade credit provisions from those related to consumer credit. After a final briefing on the issues and how to approach members of Congress and their staff on these issues, Advocacy Day attendees went off to visit their assigned Congressional offices.

The afternoon finished with several hours of networking and relaxation at a local pub, hosted by NACM South Texas. Attendees provided NACM staff with summaries of their visits on the Hill, and the reactions they received from members of Congress and their staff. The event provided a personal touch to members of Congress and their staff, regarding the concerns of those involved in the day-to-day arena of commercial credit. Such personal visits have a greater impact than communications by letter, telephone and e-mail, according to most public opinion and political researchers. The voice of NACM and business credit got a little louder in the ears of members of Congress, thanks to the attendees of NACM's 2006 Advocacy Day!

## NACM-National Events June

Additional events are listed in the What's Coming Up??? calendar on page 6 and at [www.nacm.org/events/calendar.shtml](http://www.nacm.org/events/calendar.shtml).

**June 7-9** NACM-GBG: Get Paid by Uncle Sam  
GBG 410.740.5560

**June 19-29** Graduate School of Credit and Financial Management  
NACM Meetings Dept. 410.740.5560

## fun fact of 1906...

Atlanta, GA experienced a race riot which required 1,000 state troopers to be stationed in the city.

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Date	Event, Presenter	Times
June 8	<b>Exam Reviews</b> <i>Presenter: Ronnie Archer, CCE/Dunn Enterprises</i> This session is designed for those persons who are registered to take the CBA or CBF Exams in July 2006.	11:30am-1:00pm
June 8 - Sept 24	<b>Accounting</b> <i>Instructor: Ronnie Archer, CCE/Dunn Enterprises</i> This course qualifies for and is required to attain CBA certification. This course presents an introduction to basic financial accounting. Students begin at square one, learning the foundation of accounting principles. As the language of business, accounting is essential to business professionals.	6:00-9:00pm
June 9	<b>Changes Created by the Bankruptcy Abuse Prevention &amp; Consumer Protection Act of 2005</b> <i>Presenter: Brent Wells, Esq./Wells &amp; Cuellar PC</i> The latest bankruptcy reform initiative took eight years being born, but Congress finally passed comprehensive legislation on April 20, 2005, which became effective October 17, 2005. The changes are sweeping and substantially impact both business and personal bankruptcy cases. Don't miss this opportunity to be fully informed about how the bankruptcy law can affect you and your business.	11:30am-4:30pm
June 12	<b>Application deadline for the July 24, 2006 CBA, CBF, CCE Designation Exams</b> For more information, please contact the NACM Education Dept. at 410.740.5560.	
June 16	<b>Credit Boot Camp</b> <i>Presenter: Linda Bost, CCE/Wilson Industries, Inc.</i> A day designed to provide an overview of the trade credit function covering, The Credit Function; The Credit Policy; The Credit Application and laws governing their Creation and Implementation; Role of Credit in your Organization and as a part of the Sales Function; Investigating the Credit Worthiness of a Potential Customer; Identifying the Red Flags of Risk; Tools to Reduce Risk; Interaction and Building Relationships with both Internal and External Customers; Impact of the World Business Market; Accounts Receivable Process; Staying Out of Jail and Tools for Successful Growth in the Credit Profession.	8:30am-4:30pm
June 17	<b>Teleconference: An Update on Preferences and Defenses - The Impact of Recent Case Law and the New Bankruptcy Statute</b> <i>Presenter: Bruce Nathan, Esq./Lowenstein Sandler PC</i> For more information, please contact the NACM Meetings Dept. at 410.740.5560.	9:00-10:00am 2:00-3:00pm
June 19	<b>Teleconference: An Update on the U.S. Economy</b> <i>Presenter: Dan North/Euler Hermes ACI</i> For more information, please contact the NACM Meetings Dept. at 410.740.5560.	2:00-3:00pm
June 21	<b>Trends in Cash Applications</b> <i>Presenter: Rudet Fountain/American Check Management</i>	TBA
June 22	<b>YCER: EFT – Getting Your Customer to Pay Electronically</b> <i>Presenter: Danny Morel/American Check Management</i>	7:45-9:45am
July 7	<b>The Art of Getting Paid</b> <i>Presenter: Barry Elms, President of Strategic Negotiations International</i> This full day seminar focuses on complex credit and collection issues.	8:30am-4:30pm
July 10	<b>Teleconference: Shielding Your Receivables From Bankruptcy and Secured Creditors Through Trust Funds, Including Construction Industry Trust Fund Statutes, Perishable Agricultural Commodities Act (PACA) and Trust Fund Agreements</b> <i>Presenter: Jim Fullerton, Esq./Fullerton &amp; Associates</i> For more information, please contact the NACM Meetings Dept. at 410.740.5560.	9:00-10:00am 2:00-3:00pm
July 19	<b>Teleconference: Setoff and Recoupment: Hidden Gold for Trade Creditors</b> <i>Presenter: Bruce Nathan, Esq./Lowenstein Sandler PC</i> For more information, please contact the NACM Meetings Dept. at 410.740.5560.	9:00-10:00am, 2:00-3:00pm
July 20	<b>YCER: Telephone Etiquette</b> <i>Presenter: TBA</i>	7:45-9:45am
July 24	<b>Nationwide Certification (CBA, CBF, CCE) Exam Test Date</b>	
July 24	<b>Teleconference: The Basics of Financial Statement Analysis</b> <i>Presenter: DJ Masson</i> For more information, please contact the NACM Meetings Dept. at 410.740.5560.	2:00-3:00pm

**It's so easy to register, just call Gretchen Neel at 281.228.6100 ext.. 1317. Don't hesitate to make your call today!**  
**Scholarships are available! CEU points are awarded for most classes!**

NOTE: This is a tentative schedule. Dates, times and presenters on all scheduled events are subject to change. All events, excepting teleconferences, will be held at the NACM Houston Conference Center at 10887 Wilcrest Drive, Houston. [www.nacmsouthtexas.org](http://www.nacmsouthtexas.org)

## YOUNG CREDIT EXECUTIVES ROUNDTABLE

# EFT – Getting Your Customers to Pay Electronically

Presented by: Rudet Fountain & Danny Morel/American Check Management

**June 22, 2006**

Registration/Networking/Breakfast: 7:45–8:15am

Program: 8:15–9:45am

Cost: \$5 per person

Contact Dominique Ivey at 281.228.6100 ext. 1482, [divey@nacmsouthtexas.org](mailto:divey@nacmsouthtexas.org), or fax 281-228-6123 to make your reservation!

To participate in YCER, you should have 5 years or less experience in the industry... if you have more, ask about being a mentor for the group!

The new Young Credit Executives Roundtable is designed to provide up-and-coming credit professionals with a forum for effective and confident decision-making in regards to business credit information, financial analysis and collection practices. Through a series of education and networking forums, attendees will walk away with enhanced knowledge of how to's for credit management, collections finance, personnel performance management, technology and more! Each course will be taught by an industry professional speaker who understands the bottom-line impact on your company; and your need to have a strong grip on credit and collections basics.

*Member companies may attend one YCER meeting at only \$5 per attendee. Thereafter, the company must have a group membership for \$100 whereby it may send as many representatives as wished to each meeting for \$5 per attendee. Monthly YCER fees will be billed semi-annually (June and December) unless another payment method is chosen.*

Name: \_\_\_\_\_

Company Name: \_\_\_\_\_ Member: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone #: \_\_\_\_\_ Fax #: \_\_\_\_\_

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Signature: \_\_\_\_\_

\*Payment MUST be received before attending the class.

\*\*Only available to members who can receive an e-mailed invoice.

**Mail:** NACM Houston, Attn: Dominique Ivey, 10887 Wilcrest Drive, Houston, TX 77099

**Fax:** Attn: Dominique Ivey at 281.228.6123 • **Phone:** 281-228-6100 ext. 1482

Cancellations within 72 hours will be billed. Substitutions always welcome.

# 2006 SUPER TUESDAY & SUPER WEDNESDAY SCHEDULE

Dates	Program Topics	Speaker	Menu
June 27 & 28	Skip Tracing	NACM Staff	Bar-B-Que
July 18 & 19	Finding Public Records Online	Gary White, CCE	Southwestern Cannelloni
Aug 22 & 23	Dealing with Difficult Staff and Customers	Chris Myers	Rib-Eye Steak
Sep 19 & 20	Internal Communications	TBA	Brisket
Oct 17 & 18	Write-offs, Credits, Escheatment	CPA Firm	Hawaiian Chicken
Nov 28 & 29	Price Part III	NACM Staff	Stuffed Chicken Breast
Dec 12	The Basics of Networking	NACM Staff	Beef Stroganoff

Make your reservations now! Online: [www.nacmsouthtexas.org](http://www.nacmsouthtexas.org) Fax: 281.228.6120 Phone: 281.228.6100

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5	6 11:30am – BLMT	7 9:00am & 2:00pm – Teleconference: An Update on Preferences and Defenses— The Impact of Recent Case Law and the New Bankruptcy Statute 5:45pm – Board of Directors	8 11:30am – Exam Reviews 6:00pm – Accounting	9 11:30am – Changes Created by the Bankruptcy Abuse Prevention & Consumer Protection Act of 2005	10
11 Exam Application Deadline	12	13	14	15 9:30am – HRIS 11:30am – ADME 6:00pm – Accounting	16 8:30am – Credit Boot Camp	17
18 2:00pm – Teleconference: An Update on the U.S. Economy	19	20 10:30am – Membership Committee	21	22 7:45am – YCER 6:00pm – Accounting	23 10:00am – Industry Credit Group Council 11:30am – Annual Meeting	24
25	26	27 8:00am – PLUM 11:30am – BLMT 11:30am – ELEC 11:30am – HAC	28 11:30am – CONT 11:30am – INDS 11:30am – INLT 11:30am – OFSS	29 11:30am – STLM 6:00pm – Accounting	30	
		Super Days				