



**NACM**



*Phoenix Chapter*

Credit and Financial Development Division

## **CFDD DAY IS APPROACHING**

THE CFDD PHOENIX CHAPTER WELCOMES

# **Michael R. King**

**Founding partner of Gammage & Burnham, P.L.C**

**AS He Presents.....**

## **Credit & Collections for Today's Economy, are you ready?**

**From the Basic to the Advanced**

This CFDD Day we will re-examine everything from Credit Applications, Polices and/or procedures to Settlement Agreement options or opportunities.

Can your Credit Policies and Procedures withstand the current state of the economy? With so many properties in foreclosure; those with lien rights are finding themselves in third and fourth position, therefore lien capabilities do not have as much of a "punch" anymore, what do you do now to collect your money?

Not in construction? How do you protect the sale and collection of your products and/or services? What are your options? When a customer files bankruptcy, do you still have to sell to them? If so, how?

Great news!! You will hear great techniques, including a different collection approach not to mention sound guidance. Be sure to invite staff, co-workers, customers, and sales personnel who know there is much to be learned from the beginning of the relationship with the customer (Sales) all the way through the collection of the funds.

Lets all try to stay **STRONG** in this economy... **DON'T miss out!!!!!!**

## **11:30 AM to 1:00 pm Tuesday, July 13, 2010**

**Phoenix Airport Hilton**

2435 S. 47<sup>th</sup> Street,  
Phoenix, AZ 85034

**Your customers, sales team, co-workers, and  
guests are Welcome!**

**CALL IN YOUR RESERVATION TO ERIC VOLLAND,  
HOSPITALITY CHAIR @ 480-894-6311 OR**

[evolland@mobilemini.com](mailto:evolland@mobilemini.com)

*What's in your Credit Tool belt?*

*Ask a CFDD Board Member for details...*

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**CFDD Phoenix Chapter  
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CFDD Phoenix Chapter members have the option of bringing payment when attending CFDD Day or if billing is required An invoice is provided that same day. If you're billing information has changed please update.

**Cost:**

**CFDD Members \$30.00  
Non-Members \$45.00**

(48 hour cancellation notification is required)



**Are Available for  
this meeting**