

CFDD PHOENIX PRESENTS How to Determine an Appropriate Credit Limit Without Financials ????????????????????

We have all had situations where we need to determine the proper risk and exposure we are prepared to offer a customer without the benefit of having financials.

Under the direction of Ed, we will explore the options and tools that are available to help you determine the appropriate credit limit to successfully manage your risk and exposure.

What Customer Information is Needed

- What is the purpose
- What information is needed
- How much information is needed
- What do I need to know about my company?

Sources of Information

- Internal sources
- External sources

Steps to Complete

- Gather and organize the information
- What to look for
- Present the information

Ed will be presenting this session at Credit Congress in June; As a **benefit of your CFDD membership**, you have the great opportunity to come get a sneak peak of this informative topic and get a taste of what makes Credit Congress so valuable!

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BASKET RAFFLE FOR SCHOLARSHIP FUND

Please come prepared to bid on a basket to build up our scholarship fund.

WE ENCOURAGE YOU TO DONATE A BASKET
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Speaker:

**Ed Bell, Ph. D, CCA,
ICCE
W.W. Grainger, Inc.**

Tuesday

April 10, 2018

11:30 a.m.

**University Club
39 E Monte Vista Rd
Phoenix AZ**

CFDD Members

\$35.00

Non-Members

\$45.00

Please RSVP:

**evfromaz@gmail.com
48 hr cancellation required**

2018 Credit Congress
Scholarship Opportunities Still
Available!