



DEALING WITH THE FRAUDULENT CUSTOMER

Identifying a fraudulent debtor, both prior to and after a sales is approved, is, unfortunately, part of a credit executive's duties. These debtors have a simple mission: get a vendor's product or service for free through fraud. I will discuss:

- Overview of the credit process and fraud
- Credit policy as a method to reduce being ensnared in a fraudulent scheme
- Red flags indicating possible fraudulent scheme
- Types of fraudulent schemes impacting the credit department
- Credit enhancements
- Looking to the courts for help!

WEBINAR

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TUESDAY

MAY 16, 2017

TIME— 10:00—11:00 AM CT

PRESENTED BY:

Scott Blakeley

ATTENDANCE FEE:

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Credit & Collection Professionals



SCOTT BLAKELEY, Esq. is founder of Blakeley LLP, where he advises companies around the United States and Canada regarding creditors' rights, commercial law, e-commerce and bankruptcy law. He was selected as one of the 50 most influential people in commercial credit by Credit Today. Scott has published dozens of articles and manuals in the area of creditors' rights, commercial law, e-commerce and bankruptcy in such publications as *Managing Credit, Receivables & Collections, Norton's Bankruptcy Review* and the *Practicing Law Institute*, and speaks

frequently to credit industry groups regarding these topics throughout the country.

At the low cost of one registration (one fee per phone/Internet connection), as many people as you wish in your office can participate in the Webinar. Easy-to-follow instructions will be sent with your registration confirmation! Contact the Association if you do not receive E-mail handouts and confirmation prior to the Webinar.



For more information and to register, contact:

**THE BUSINESS CREDIT
MANAGEMENT
ASSOCIATION**

Wisconsin Credit Association

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WEBINAR REGISTRATION

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