

WEBINAR

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THURSDAY

August 10, 2017 | 9:00 – 10:00 AM CT

PRESENTED BY:

Jerry Bailey
NCS

ATTENDANCE FEE

\$65 BCMA/WCA Members
\$79 all others

Continuing Professional Education Units

1 CPE Unit | .1 CEU

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ASCCP

Credit & Collection Professionals

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SELLING TO MINORITY CONTRACTORS

Government projects frequently outline participation requirements by minority contractors. This requirement introduces new risks to creditors. We'll discuss some of the credit tools that can help us to minimize our credit risk, such as:

- Assignments of lien rights
- Joint check agreements
- UCC filings

We'll also examine other concerns and liabilities that we need to be aware of. The government agencies are stepping up their efforts to protect against fraud. We have responsibilities to ensure these programs are not being abused, so we want to make sure we are protecting our interests. In this session, you will learn:

- How to protect your accounts receivable when selling to minority contractors
- What to look for to detect fraud and abuse
- Your liability in reporting abuses.

MEET YOUR PRESENTER



JERRY BAILEY is the Executive Sales and Education Services Manager for NCS and has been with the company since 1995. Prior to coming to NCS, Jerry was a Corporate Credit Manager in the manufacturing industry for 10 years, where he gained thorough hands-on experience with both UCC and Mechanic's Lien filings. Jerry consults with companies daily and has spoken to groups nationwide about Article 9 of the UCC and Revised Article 9. He not only covers legal protections brought about through Filings, but offers practical solutions of how and when to use these tools.

At the low cost of one registration (one fee per each phone line 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 confirmation & presentation handouts prior to the Webinar.



For more information and to register, contact:

**THE BUSINESS CREDIT
MANAGEMENT ASSOCIATION**

Wisconsin Credit Association

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New Berlin WI 53151-0157

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WEBINAR REGISTRATION SELLING TO MINORITY CONTRACTORS Thursday, August 10, 2017 | 9:00-10:00 AM CT

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A credit or refund will only be given for cancellations received 5 days prior to the session. Please send your reservation to the Association office listed on this announcement or call 262.827.2880 to register or with questions.