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LEGAL ASPECTS OF CREDIT AND COLLECTIONS

Upcoming Webinar

Presenter: David Balovich

Wednesday, May 18, 2022
9:00 – 10:00 AM CST

Attendance Fee:

- \$65 for BCMA/WCA Members
- \$79 for Non-Members

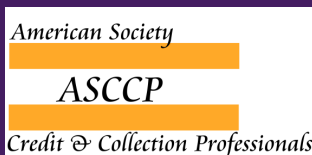
Each phone line will be charged a fee to join the program. Unlimited attendees calling from a single connection will be charged just one fee. Discounts given for 5 plus lines joining the Webinar. Call BCMA-WI for details.

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*Your experience matters.
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In this fast-paced hour devoted entirely to the legal aspects that affect the daily operations of the successful credit and collection department, David Balovich discusses the numerous day to day legal occurrences that credit professionals deal with that can affect productivity, success, and failures.

- Learn the difference between Credit Agreements and Credit Applications and why Credit Applications are becoming obsolete.
- Learn the importance of knowing your customer's correct legal name.
- Learn about the pitfalls of personal and corporate guaranties and how to make them effective.
- Learn when the customer's purchase order terms is a valid reason for the customer to pay beyond your terms of sale and how to avoid it.
- Learn how and the importance of being a secured creditor and easy it is to become one.
- Learn about the Unclaimed Property Act and its requirements.

Meet your Speaker: *David Balovich* is presently the Northern Region Credit Manager for Holt Cat, the largest Caterpillar dealer in the United States. Prior to assuming his present position with Holt, David operated a successful credit consulting and training business for over 25 years. David attained the CBF designation from the National Institute of Credit. David is the co-author of Credit & Collection Policy and Procedures for Small to Mid-Size Business and is adjunct faculty in the Dallas Community College system.

WEBINAR REGISTRATION

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