

ONLINE WEBINAR

Legal Aspects of Credit and Collections

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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 guarantees and how to make them effective.
- Learn when the customer's purchase order terms are 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 how easy it is to become one.
- Learn about the Unclaimed Property Act and its requirements



Presenter: David Balovich



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**WEDNESDAY,
AUGUST 20, 2025**

9:00 AM - 10:00 AM CT

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

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You will receive webinar access instructions and handouts the week prior to the Webinar.



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