

2026 WEBINARS



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| FEB 18 | The Future of Credit Management: Insight from 400 Credit Leaders
Presenter: Nauman Hafeez, NetNow |
| MAR 18 | The Art of Getting Paid (75 minutes)
Presenter: Barry Elms |
| APR 15 | Advanced Collections and Negotiation Skills (75 minutes)
Presenter: Barry Elms |
| MAY 20 | Trade Credit Insurance
Presenter: John Cornell |
| JUN 17 | CashFlow Management with a Twist—The Seven (7) Essential C's
Presenter: Eddy Sumar |
| JUL 15 | Construction Law, Lien, and Bond Rights in WI
Presenter: David Reich |
| AUG 19 | To Be Determined
Presenter: TBD |
| SEP 16 | Rolling our a Credit Card Surcharge Program: Hot Topics & Best Practices
Presenter: Scott Blakeley |
| OCT 21 | Collection Principles, Why We Continue to have Debtors
Presenter: David Balovich |
| NOV 18 | To Be Determined
Presenter: TBD |
| DEC 16 | Legal Aspects of Credit and Collections
Presenter: David Balovich |



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WEBINAR: A Webinar is a simple, easy-to-use web-based seminar that enables you to attend an educational presentation in the comfort & convenience of your office. Webinars offer a virtual experience by delivering the voice of a live presenter via teleconference & delivering text & graphics simultaneously via the Internet. Attendees will participate in discussion & Q&A session. At the low cost of one registration (one connection), as many people as you wish in your office can view the Webinar. Webinars are 60-minutes unless otherwise noted* .

\$65 member price| \$79 non-member price per Connection for 60-minute webinars*

\$79 member price| \$99 non-member price per Connection for 75-minute or 90-minute webinars*

EVENT REGISTRATION

Event Name _____ Event Date _____

NAME _____ EMAIL _____

If you are registering for more than five people or more than one event, please duplicate this form.

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Name on card:

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NOTE: Registrations are due no later than 5 working days before event*. Sorry, there is no credit or refund for no-shows or cancellations 5 Business days before the event*. Substitutions permitted with notice to the Association. Please contact the Association with questions, (888) 546-2880

* Unless otherwise noted on full program announcement.

** Non-members must pay in advance

RETURN RESERVATION TO:

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Or online at <https://wccredit.org/webinar-seminar-registration>