



## Is your company facing these challenges?

- DSO too high?
- A/R is building up?
- Credit reference checks are delaying sales approvals?
- Cash flow tightening?
- Collections activities weighing down Credit Department?
- Credit staff needs additional training & support?
- Need to establish a credit policy and procedures?

**No need to worry BCI is here to help! BCI hosts the premier educational & networking event for Credit Professionals featuring “speed learning” sessions and interactive workshops led by Order-to-Cash industry experts!**

## Must attend sessions include:

- “7 Proven Strategies for Reducing DSO and Improving Company Cash Flow” with Chris Doxey, President, Doxey, Inc
- “Moving Up the Ranks in a Company” with Vermont’s own Ed Townley, CEO of Agri-mark Inc. better known as Cabot Creamery
- Negotiation Strategies
- Accepting Credit Card Payments: Risks, Opportunities & Administrative Fee Considerations
- Cashflow Forecasting Tips
- Global Economic Update
- Credit Applications Today: Technology Considerations, E-Signatures, When to Get Updated Ones
- Construction Law: Bonds & Liens
- UCC Filings – What you need to know
- Social Media & Ethics and the Credit Department
- Deductions & Dispute Resolution Tips
- Export Letters of Credit and other Risk Mitigation Tools
- DSO – What is the Best Way to Measure It?
- Credit & Finance: How a Credit Department Impacts a Company’s Cashflow and Borrowing

## Who is BCI?

We are a highly respected and valued credit information resource and service provider to over 800 companies in New England and nationwide.

We strive to be New England’s most comprehensive provider of business credit intelligence for managing credit, accounts receivable, risk management and bad debt recovery through:

- trade credit exchange
- professional education & development
- networking opportunities
- access to state-of-the-art credit and collections tools and resources

**YOU’RE INVITED!**

**BCI’S 2017  
“COLORS OF  
CREDIT” SUMMIT**

**SEPTEMBER 24-26**

**THE ESSEX RESORT  
& SPA – ESSEX, VT**

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REGISTER NOW!**

## **BCI**

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## 2017 “Colors of Credit” Summit

Credit & Collections professionals from companies across the country will convene at the two-day BCI Summit: **“Colors of Credit”**. Learn best practices from industry leaders and colleagues in 20 educational and networking sessions geared for all levels of credit professionals. In addition, leading providers of cash management, credit reports, tools and software will be available to discuss how they can help your company better manage cash flow and control credit risk.

Our event is being held at **The Essex - Vermont's Culinary Resort & Spa**, a true Vermont Experience in Essex, VT. Nestled at the foot of the Green Mountains in the scenic Lake Champlain Valley, this 18-acre resort is just minutes from Burlington International Airport, and is surrounded by all that Vermont is famous for – spectacular fall foliage, craft beer and vineyard tours, antiques, boating, shopping, hiking and more. In addition, The Essex offers BCI guests a full-service Spa with a 15% discount (advanced reservations encouraged), complimentary wireless, fitness center and pool access. Other options while visiting include the “Cook Academy” culinary experience, hot air balloon rides and tours

### REGISTER NOW!

- Visit [www.nacmne.com](http://www.nacmne.com), select “Contact” in the navigation bar and click “2017 BCI Credit Summit Registration Form”

### VENUE & HOTEL INFORMATION

The Essex – Vermont’s Culinary Resort & Spa

70 Essex Way, Essex, VT 05452

T: 800-727-4295    F: 802-878-0063    W: [www.essexresortspa.com](http://www.essexresortspa.com)

- **Hotel Reservations:** Contact the hotel directly to arrange your accommodations and mention you are attending the BCI Credit Summit: “Colors of Credit” to get preferred rates.
- **Rates** (Available until August 31, 2017): Deluxe Room - \$189/night



### Monday Night’s Entertainment

Please join us in exploring downtown Burlington, VT followed by a Harvest Moon Dinner Cruise on Lake Champlain’s only cruise ship and floating restaurant, Spirit of Ethan Allen! This is covered in your registration costs!

