



The Southwest Business & Construction Credit Conference

Thursday & Friday, April 6th & 7th, 2017.

Lien, bond and notice information will be presented by attorneys practicing in these states:

- Arizona
- California
- Nevada
- Utah
- Colorado
- New Mexico
- Texas
- Idaho
- Wyoming
- Montana
- Oregon
- North Dakota
- Washington

PLUS

- ***Experts in Collections, Lien, Bonds and Notice Issues for all 50 States***

Business credit topics

include:

- Bankruptcy briefing
- Arizona prompt payment
- Bankruptcy reclamation & preference defenses
- Effective collection methods & techniques
- Credit application basics
- Collecting from bankrupt or insolvent customers
- A conversation with the Registrar of Contractors
- Business Ethics
- Electronic documents: What you must know
- Leadership & Conflict Resolution
- Business Fraud Prevention

Presented by Southwest Business Credit Services

Now in its 17th year, this is the premier educational event in the Southwest for business credit managers in all industries, and for those who supply construction materials, labor or lend money for construction projects of any kind. Among the highlights are:

- *Over 30 information-packed sessions.*
- *Lien, bond and construction law sessions covering all Western States. We bring the experts to you.*
- *Vendor's Exposition featuring new services and products of interest to credit professionals.*
- *CEU's are available for professionals seeking NACM certification and re-certification.*

The Sheraton Phoenix Airport Hotel & Conference Center

1600 South 52nd Street, Tempe, Arizona 85281

480-967-6600 Click here for [hotel](#) Information

Registration both days begins at 8:00 am. Refreshments at registration times as well as lunch both days, all conference materials, and CEU/CCE re-certification documents provided at no additional cost.

Who should attend:

Credit managers, controllers, CFO's, attorneys, business owners, credit analysts, bank lending officers, contractors and collection professionals.

Early Bird discounted tuition is now available ! Register and pay by March 10th at these low rates:

CMA & SWBCS Members: \$ 375.00

Non-Members: \$ 425.00

Rates after March 10th, 2017:

SWBCS & BICA		
	<u>Members</u>	<u>Non-Members</u>
<i>Early Bird Registration</i>		
• After February 28th	\$ 389	\$ 450
• At the door	\$ 419	\$ 475
<i>is Extended to March 10th</i>	Attendees from same company)	

Refer 3 paid non-members and you attend for FREE !!

Topics and speakers are subject to change.





Schedule of Events
The 2017 Southwest Business & Construction Credit Conference
Presented by Southwest Business Credit Services
Our Platinum Sponsor is BICA—The Building Industry Credit Association

THURSDAY, APRIL 6TH

8:00 AM	Registration & Continental Breakfast				
8:30 AM TO 10:00 FIRST SESSION	Financial Statement Analysis Audrey Adamic	How to Collect More Through Culture Mary Hall	Texas Lien Law Ragon Richey	California Lien Law Michael Murray	Know Your Credit Tools SWBCS
10:00 AM	Break & Expo				
10:15 AM TO 11:45 SECOND SESSION	Building Rapport to Get You Paid Tracy Bullock	Doing Business with Marijuana Growers Don't Let Your Profits Go Up in Smoke Mike King et al	Texas Lien Law Ragon Richey	California Lien Law Michael Murray	Colorado Lien Law Mark Gruskin
11:45 AM	Lunch & Expo				
1:00 PM TO 2:30 THIRD SESSION	Leadership Skills Tracy Bullock	The Ethical Credit Manager Saves The Day Mike King	Basic Arizona Lien Law Mike Holden	My Customer Filed BK, What Must I Do? Greg Gillis	Colorado Lien Law Mark Gruskin
2:30 PM	Break & Expo				
2:45 PM TO 4:15 FOURTH SESSION	Conflict Resolution Tracy Bullock	Credit Management on Reservations Mike King	Advanced Arizona Lien Law Mike Holden	Uniform Commercial Code and Other Secured Transactions Greg Gillis	Nevada Lien Law Brian Pezzillo
4:15	Hosted poolside reception, courtesy of Credit Management Association				

Friday, April 7th

8:00 AM	Registration & Continental Breakfast				
8:30 AM TO 10:00 FIRST SESSION	Credit Policy Alan Greenberg & Rich Adams	Helping Manage a Company's Time to Cash Bob Shultz	Oregon Lien Law Laurie Hager	Credit Application Essentials Jim Reed	No-Pay Matters at The AZ ROC James Hanson Jeff Willis
10:00 AM	Break & Expo				
10:15 AM TO 11:45 SECOND SESSION	Utah & Idaho Lien Law Dana Farmer	Protecting Your Personal Guarantee Tara Miller	Helping Manage a Company's Time to Cash Bob Shultz	Arizona Lien Law Jim Reed	New Mexico Lien Law Mike Menicucci
11:45 AM	Lunch & Expo				
1:00 PM TO 2:30 THIRD SESSION	Wyoming & Montana Lien Law Dana Farmer	Ethics Tara Miller	Washington Lien Law Laurie Hager	Little Miller-Big Miller P3 Projects Jim Reed	New Mexico Lien Law Mike Menicucci

REGISTER HERE !

This is the only conference offering experts from all Western States presenting the latest essential lien law information that material suppliers, contractors, lenders and all others who extend credit in the construction industry need to know.

Not a construction industry credit professional ?

There's plenty offered for you as well ! Refresh your skills and those of your staff in other credit and collection related sessions ranging from entry level to executive.

For those attendees desiring to book a room at the Sheraton conference hotel, a special conference room rate of \$155 per night has been negotiated. Contact the Sheraton at 480-967-6600 and refer to the Southwest Business & Construction Credit Conference (SWBCC 2017) for the special rate.

To register for the conference simply complete this form and fax to 602.388.8200, email us at creditinfo@nacmaz.org or mail to the address below.

Questions ? 602.252.8866 or creditinfo@nacmaz.org

Name(s): _____

list additional attendees on next line

Company: _____ Member # _____

Address: _____

City/State/Zip: _____ Phone: _____

E-Mail address: _____ (We respect your privacy. We do not sell or share e-mail addresses.)

☐ payment enclosed: \$ _____

☐ bill member account: _____

☐ charge to credit card: VISA MasterCard AMEX

Card number: _____ Expiration date: ____/____/____ CVV number: _____

Cardholder Name: _____

Card billing address: _____ City: _____ State: ____ Zip: _____

Fax to 602.388.8200, email to creditinfo@nacmaz.org or mail registration and payment method to:

Southwest Business Credit Services

P. O. Box 11274, Phoenix, Arizona 85061-1274

Cancellations must be received 72 hours prior to the event to avoid full price billing.



Southwest Business
Credit Services

SWBCS 17th Annual
Business and Construction Credit Conference
Promotional Offers

Thursday, April 6th and Friday, April 7th
Sheraton Phoenix Airport Hotel

1600 S. 52nd Street
Tempe, Arizona 85251

1. **Multiple Attendee Discount:** If three or more from the same company attend, the Registration Fee is discounted by 10%.
2. Each time you refer a non-member (i.e., a paid registrant who attends the conference), you will received a \$25 gift card.
3. **Multiple Referral Discount:** If you refer three or more non-members who register, pay and attend the conference, you go **FREE!**

Note: Your registration fee will be awarded in the form of check one week following the conclusion of the conference.

- * Winners will be selected and announced at the conference; winners need not be present to win.

We appreciate your business and look forward
to hearing from you soon.

Southwest Business Credit Services
602-252-8866