



## Hotel Information

Golden Nugget - \$59.00 Room Rate!  
129 East Fremont Street  
Las Vegas NV 89101

For reservations please call 1-800-634-3454 and tell them you're with the NACM Western Region Credit Conference. Your room choices:

- South Tower \$59 T, W & T \$99 F
- North Tower \$69 T, W & T \$109 F
- Rush Tower \$89 T, W & T \$129 F
- Gold Club Rooms \$109 T, W & T \$149 F

**Deadline to reserve at WRCC prices:  
September 19, 2010**

Rising from the ashes of a burned out economy, Credit re-emerges as a company's most important function. The NACM Western Region Credit Conference - Credit Rising, October 20-22, 2010 in Las Vegas, offers three days of intense credit training.

If you are a Credit Manager, Credit Analyst, Collector, Finance Manager or if your job entails credit functions, consider this conference as your source for job training and career advancement.

## Conference Schedule

Wednesday, October 20, 2010

### Two Optional Pre-Conference Sessions

9:00 am to 3:00 pm

- Credit Bootcamp
- CA & NV Construction Industry Law

### WRCC Credit Conference Begins

3:45 pm to 6:30 pm

Opening Session: *Wag More, Bark Less: Reducing Negativity in the Workplace*, Karen Purves

### Grand Opening Expo Wine & Beer Reception

Thursday, October 21, 2010

8:00 am to 9:00 pm

- 12 Breakout Sessions
- Networking Luncheon
- Thursday Night Live Evening Event

Friday, October 22, 2010

8:00 am to 4:00 pm

- 9 Breakout Sessions
- Networking Luncheon
- Closing Session: *Living Life Out Loud.. A Top 10 List for Life and Living!* Debbie Lundberg

**Get all the details at: <http://www.wrcc.biz>**

If you are ready to register use the form on the reverse side or register online.

# NACM WESTERN REGION CREDIT CONFERENCE - CREDIT RISING REGISTRATION FORM

## ATTENDEE INFORMATION

First Name:	Last Name:
Title:	Email:
Phone:	Fax:
Company:	
Mailing Address:	
City:	State: Zip:

Circle all that Apply: CBA , CBF, CCE, GSCFM Alumni, Affiliate President, Director , Other \_\_\_\_\_

NACM Affiliate (circle): Alaska, Burbank, Denver, Hawaii, Nevada, New Mexico, Phoenix, Portland, Salt Lake City, San Diego, San Leandro, Seattle, Spokane

Check box if you require special needs such as dietary needs or wheelchair access. (A representative will contact you.)

## PLEASE MARK YOUR CONFERENCE SESSIONS

Thursday October 21, 2010	Friday, October 22, 2010
9:00 am - <input type="checkbox"/> Your Credit Application, John Samberg, Esq. 10:15 am <input type="checkbox"/> The Inevitable Change of Payment Environments, Rudet Fountain <input type="checkbox"/> Economic Environment of Banking & Lending, David Osburn, MBA	9:00 am - <input type="checkbox"/> Saying Yes to Accounts With Minimal Information, Kathy Tomlin, CCE 10:15 am <input type="checkbox"/> Update of the Economic Environment, Ted Labadie <input type="checkbox"/> Hot and Emerging Legal Credit Issues, Bruce Nathan, Esq.
10:30 am - <input type="checkbox"/> Dialing for Dollars, David Osburn, MBA 11:45 am <input type="checkbox"/> A Conversation with a Treasury Department, Alfred Artis <input type="checkbox"/> Work Your Network, Randy Tabor	10:30 pm - <input type="checkbox"/> Credit Internet Tools, Dina Amadril 11:45 am <input type="checkbox"/> Implementing a UCC Program, Jerry Bailey <input type="checkbox"/> Credit Department Benchmarking, Gyan Maharaj, CCE
1:00 pm - <input type="checkbox"/> Advanced Collections, Warren Gubler, Esq. 2:30 pm <input type="checkbox"/> Credit Jeopardy, Pam Craik, CCE & Melissa Kobus, CBF <input type="checkbox"/> Key Ratio Analysis, David Osburn, MBA	1:00 pm - <input type="checkbox"/> Preferences and Reclamation Rights, Shawn Christianson, Esq. 2:30 pm <input type="checkbox"/> Maximizing Liquidity, Revenue Opportunities, Bob Shultz <input type="checkbox"/> Ask the Experts! Moderated by Roy Stout
2:45 pm <input type="checkbox"/> Negotiation Techniques, David Osburn, MBA 4:00pm <input type="checkbox"/> Managing International Credit Risk, Gary Mendell <input type="checkbox"/> Corporate Governance, Jeff Grahavoc	You are not bound to these choices, they merely help us determine room accommodations. Continuing Education Units will be available for the breakout sessions. Some advanced sessions will also carry CCE Re-certification points. You will be provided with detailed CEU information upon your arrival.

NACM MEMBER RATE <i>*Non-NACM members pay 25% premium</i>	Staying at the Golden Nugget or Nevada Members	Not staying at the Golden Nugget	Amount Owing
WRCC Full Conference Registration - <i>(does not include Pre-Conference sessions)</i> <b>Includes all breakout sessions, breakfast &amp; lunch Thur &amp; Fri, and one Thursday Night Live Ticket</b> Please check this box <input type="checkbox"/> if you will NOT be attending the Thursday Night Live Event.	\$495 until 8/31/2010 \$595.00 after	\$695.00	
Thursday Night Live Guest Dinner Tickets are \$85.00 each. We need _____ extra tickets	\$85.00	\$85.00	
Pre-Conference Session: <input type="checkbox"/> Credit Bootcamp or <input type="checkbox"/> CA & NV Construction Law Industry Day	\$325.00	\$325.00	
Thursday Only	\$325.00	\$325.00	
Friday Only	\$325.00	\$325.00	
(10% discount on conference registration for 3 or more attendees from same company) <b>Total due:</b>			

## PAYMENT METHOD (Payment Must Accompany Registration)

<input type="checkbox"/> Check is enclosed made payable to Credit Management Association	<b>**Please provide us with your hotel confirmation # :</b>
Please charge to: <input type="checkbox"/> Visa <input type="checkbox"/> MC <input type="checkbox"/> Diners <input type="checkbox"/> AMEX	Card Number:
Name of Cardholder:	Security Code (for AMEX 4 digits on front of card, for VISA and MC last 3 digits on back):
Signature:	Exp. Date:

Return to: CMA, Attn: Debbie Mendoza, P.O. Box 1838, San Leandro, CA 94577 or Fax: 510-346-6020  
 Questions please call Debbie Mendoza at 510-346-6000 Ext. 222 or 888-889-7913 Ext. 222

**Cancellation Policy:** Cancellations must be received prior to October 1, 2010 for refund of registration fees.  
 NO cancellations will be accepted after October 1, 2010, however substitutions are allowed.