



The Southwest Business & Construction Credit Conference

Thursday & Friday, April 7th & 8th, 2016.

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 preference defenses
- Effective collection methods & techniques
- Credit application basics
- Business Ethics
- Electronic payments: What you must know
- Leadership & Conflict Resolution
- Understanding financial statements
- Personal guarantees

Presented by Southwest Business Credit Services

Now in its 16th year, this is the premier educational event in the Southwest for business credit managers in all industries, and for those who supply construction materials or lend money for construction projects of any kind. Among the conference highlights are:

- *35 information-packed sessions.*
- *Lien, bond and construction law sessions covering 13 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

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.

Discounted tuition for early registration is now available. Reserve your place before March 10th and save !



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

TUITION

	<u>SWBCS Members</u>	<u>Non-Members</u>
• Before March 31st	\$ 349	\$ 400
• After March 31st	\$ 369	\$ 425
• At the door	\$ 399	\$ 450

(10% discount for 3 or more attendees from same company)

Our 2016 Platinum Conference Sponsor is BICA, the Building Industry Credit Association





Schedule of Events
The 2016 Southwest Business & Construction Credit Conference
Presented by Southwest Business Credit Services
and our Platinum Sponsor, the Building Industry Credit Association-BICA

THURSDAY, APRIL 7TH

8:00 AM	Registration and Continental Breakfast				
8:30 AM TO 10:00 FIRST SESSION	California Lien Law Joe Hanna Michael Murray	Texas Lien Law Ragon Richey	Credit Application Basics Jim Reed	Financial Statement Essentials Chris Buls	Business Credit Ethics Tracy Bullock
10:00 AM TO 10:15	Break and Expo				
10:15 AM TO 11:45 SECOND SESSION	California Lien Law Joe Hanna Michael Murray	Texas Lien Law Ragon Richey	Colorado Lien Law Mark Gruskin	Conflict Resolution Larry Barkan	Building Rapport to Get You Paid Tracy Bullock
11:45 AM TO 1:00	LUNCH & EXPO				
1:00 PM TO 2:30 THIRD SESSION	Arizona Lien Law Mike Holden	Utah and Idaho Lien Law Dana Farmer	Colorado Lien Law Mark Gruskin	Leadership Skills Larry Barkan	Cash Management Payment Tools Dean Middleton UTA
2:30 PM	Break & Expo				
2:45 PM TO 4:15 FOURTH SESSION	Advanced Arizona Lien Law Mike Holden	Nevada Lien Law Brian Pezzillo	Identifying The Distressed Customer Ellen Wodiuk, CCE	Avoiding Avoidable Preferences Mike King	Automated Cash Application Michael Williams UTA

FRIDAY, APRIL 8TH

8:00 AM	Registration & Continental Breakfast				
8:30 AM TO 10:00 FIRST SESSION	Oregon Lien Law Mike Halligan	Montana Lien Law Brad Brown	Arizona Lien Law Greg Gillis	Improving Your Cash Flow CreditSuppliers	An Overview of the Arizona ROC James Hanson Jeff Wills
10:00 AM	Break and Expo				
10:15 AM TO 11:45 SECOND SESSION	Washington Lien Law Mike Halligan	North Dakota Lien Law Blaine Johnson	New Mexico Lien Law Mike Menicucci	Credit Application Basics Jim Reed	Effective Collection Techniques MAK Collections
11:45 AM TO 1:00	Lunch & EXPO				
1:00 PM TO 2:30 THIRD SESSION	Personal Guarantees and Their Impact on Same Sex Couples Greg Gillis	Wyoming Lien Law Brad Sweat	New Mexico Lien Law Mike Menicucci	Bankruptcy 101 and New Rules Emily Wagner	Understanding The Legal Process for Collections MAK Collections

CEU's as well as CCE recertification points are available for most sessions.
Please be sure to indicate if you desire CEU's or points at the time you check in at the conference.

REGISTER HERE !

This is the only conference offering experts from 13 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 has been negotiated. Contact the Sheraton at 480-967-6600 and refer to the Southwest Business & Construction Credit Conference (SWBCC2016) for the special rate.

To register for the conference simply complete this form and fax to 602.388.8200, 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 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.

No-shows will be billed at full price.



Southwest Business
Credit Services

SWBCS 16th Annual

Business and Construction Credit Conference

Promotional Offers

Thursday, April 7th and Friday, April 8th
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 full conference, the Registration Fee is discounted by 10%.
2. Each time you refer a non-member (i.e., a paid registrant who attends the full conference), you will receive a \$25.00 Gift Card! *
3. **Multiple Referral Discount:** If you refer three or more non-members who register, pay and attend the full conference, you go **FREE!**

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

- * Recipients will be announced at the conference on Friday, April 8th and need not be present to win.

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

Southwest Business Credit Services
602-252-8866
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