



WEBINAR

Great Value for All

TUESDAY

July 13, 2021

9:00–10:00 AM Central Time

PRESENTED BY:

Michael Dennis

ATTENDANCE FEE Per Phone Line:

\$65 NACS Members

\$79 all others

Each remote location will be charged a fee to join the program. Unlimited attendees calling from a **single connection** will be charged just one fee. Discounts given for 5 plus lines joining the Webinar. Call BCMA for details.

Continuing Professional Education Units
1 CPE Unit & .1 CEU



For more information and to register, contact:

THE BUSINESS CREDIT

MANAGEMENT ASSOCIATION

NACS AFFILIATION

PO Box 510157

New Berlin WI 53151

Phone: 888.546.2880

SALES & CREDIT IT'S A TEAM EFFORT

HOW THE CREDIT DEPARTMENT CAN IMPROVE OR REPAIR DAMAGE TO THE CREDIT - SALES RELATIONSHIP?

THERE ARE LOTS OF WAYS TO DAMAGE THE CREDIT DEPARTMENT'S RELATIONSHIP WITH THE SALES TEAM!

In this program, we will explore the most common mistakes and how to avoid them. Case studies will be used to illustrate problems and the ways credit pros can and should avoid them.

In credit risk management and B2B debt collection, one "Oh-No" wipes out a dozen or more "Way to Go's."

Join us for this opportunity to improve your sales/credit relationship and even improve upon an already ideal situation.

MEET YOUR PRESENTER:



MICHAEL DENNIS is a frequent & popular trainer for BCMA Affiliates, a frequent contributor to Credit Association Newsletters and Social Media Groups. Michael has more than 20 years of experience in credit management in various industries including healthcare, construction, and auto aftermarket. His most recent publications, "Happy Customer—Faster Cash" and "Customer Profit Hacking" are available on Amazon. Michael looks forward to you joining another relevant program.

NACS SPONSORED WEBINAR REGISTRATION

Sales & Credit | Tuesday, July 13, 2021 | 9:00-10:00 AM CT

NAME _____

EMAIL ADDRESS _____

If you are registering more than one phone connection, please duplicate this form. The fee is charged per phone line.

COMPANY _____

ADDRESS _____

CITY/STATE/ZIP _____

TELEPHONE CALLING INTO WEBINAR FROM _____

Method of Payment (Non members are asked to prepay):

___ Invoice my Company \$_____ (NACS Members Only)

___ Check Enclosed \$_____

___ Credit Card (Please contact BCMA at 888.546.2880)

A credit or refund will only be given for cancellations received 5 days prior to the session. Please send your reservation to the Association office listed on this announcement or call 888.546.2880 to register or with questions. **REGISTER ONLINE:** <https://wacredit.org/webinar-seminar-registration/>. Internet Explorer is not supported when registering online. Kindly use an alternate browser.

CONTACT BCMA if you do not receive a confirmation that includes access instructions and the handouts 2 days prior to the Webinar.