

2011 On-Site Education Schedule

Telephone Collections

February 24, 2011, 8:30 - 11:30 a.m.
NACM Oregon Classroom
CEU: .3, Course Level: **I**
\$95/member, \$170/nonmember
Isaac Miller, Food Services of America

Business Law I - Contracts

April 6 - June 15, 2011 (11 weeks)
NACM Oregon Classroom
\$299/member, \$425/nonmember (+ additional charge for book)

NACM Oregon Annual Meeting

April 28, 2011, 8:30 a.m. - 1 p.m.
Location: Doubletree Hotel Portland
\$40/lunch only; \$95/lunch and educational session
Educational Session: Bankruptcy Update
Special Guest Speaker: Wanda Borges, Esq., Borges & Associates

Barry Elms - 10 Habits of Successful Credit Professionals (New!!)

May 5, 2011, 8:30 a.m. - 4 p.m.
Location: Doubletree Hotel Portland
CEU: .65, Course Level: **I**
\$195/member, \$275/nonmember

Certification Roadmap Introduction

May 12, 2011, 11:30 a.m. - 1 p.m.
NACM Oregon Classroom
FREE! Lunch included
Speaker: Marilyn Rea, CCE,
Pacific Architectural Wood Products

International Business Day

August 24, 2011, 8:30 a.m. - 4 p.m.
NACM Oregon Classroom
CEU: .65, Course Level: **I**
\$169/member, \$199/nonmember

Certification Roadmap Introduction

September 8, 2011, 11:30 a.m. - 1 p.m.
NACM Oregon Classroom
FREE! Lunch included
Speaker: Marilyn Rea, CCE,
Pacific Architectural Wood Products

Credit Management Bootcamp

September 15, 8:30 a.m. - 4 p.m.
NACM Oregon Classroom
CEU: .65, Course Level: **C**
\$195/member, \$275/nonmember
Speakers: Rod Wheeland, CCE, NACM Oregon
Brenda Terreault, CBA, NACM Oregon

NACM Oregon Member Appreciation Breakfast

October 26 2011, 7:30 - 9 a.m.
CEU: .15, Course Level: **I**
Location TBD
\$35/member, \$65/nonmember
Educational Session: Economic Update
Special Guest Speaker: John Mitchell, Economist

Other Activities

Credit Congress

May 22-25, 2011
Nashville, TN

PNWCC

September 21-24, 2011
Tukwila, WA

Western Region Credit Conference

October 19-22, 2011
Las Vegas, NV

NACM Oregon Open House

December 14, 2011, 4 - 7 p.m.
NACM Oregon Classroom

Registration

To register for on-site classes, please visit www.nacmoregon.org/events. Go to the current course schedule, then click on "view details" to register. If you have any questions regarding these classes, please call Elizabeth Heintz at 971.230.11820 or email ehieintz@nacmoregon.org.

Course Levels

C (core) – Classes that focus on credit concepts, techniques, and practical tips. They are designed for the newer credit department employee and the more experienced credit professional looking for a review;

I (intermediate) – Classes assume basic knowledge of credit concepts and address specific issues and approaches to resolution;

A (advanced) – Classes that assume significant knowledge and experience and address complete topics of interest to credit and financial professionals.

Revised 2/9/11 - Subject to change. Please "bookmark" www.nacmoregon.org/events to keep up-to-date on schedule changes.

2011 Winter/Spring BCLC Webinar Schedule

Business Credit Learning Center (BCLC) - Webinar fees are \$79/member, \$109/nonmember.

Selling to the Chapter 11 Debtor
February 10, 2011, 9am - 10am PT

Footwear Brands & Sales 2011
February 14, 2011, 2pm - 3:30pm

Understanding Scoring...It's Not a One Size Fits All Solution
February 15, 2011, 9am - 10am PT

Staying off the Chopping Block - 7 Tips
February 16, 2011, 9am - 10am PT

New Rulings & Technologies for Email Signatures & Certified Legal Notices
February 16, 2011, 9am - 10am PT

The New & Improved Incoterms 2010 - What Changed and What You Need to Know
February 17, 2011, 9am - 10:30am PT

Assessing Department Performance: Tools and Techniques
February 18, 2011, 9am - 10am PT

Exemption Certificate Management: Are You Ready for an Audit?
February 22, 2011, 9am - 10am PT

Customer Service: It's Everybody's Business
February 23, 2011, 9am - 10am PT

UCC Article 2 The Sales Contract
February 24, 2011, 9am - 10am PT

Deductions Today: Targeting Success
March 1, 2011, 9am - 10am PT

Terms of Sale: You are in the Driver's Seat!
March 2, 2011, 9am - 10am PT

Are you Playing "The Price is Right" or "Jeopardy": Avoiding Price Discrimination Claims Web-Byte
March 3, 2011, 9am - 9:30am PT

Cash Flow Statements: Show Me the Money!
March 8, 2011, 9am - 10am PT

Common Errors Made by Creditors in Bankruptcy
March 9, 2011, 9am - 10am PT

EOA and Business Credit Management: Yes, it Applies to Your Company!
March 10, 2011, 9am - 10am PT

Economic Update In International Markets
March 16, 2011, 9am - 10am PT

Food, Drug and Beverages: Major Issues in 2011
March 16, 2011, 2pm - 3:30pm EST

International Credit: Financing & Insurance
March 17, 2011, 9am - 10am PT

Credit Analysis Ratios
March 18, 2011, 9am - 10am PT

Tax Return Analysis for Credit
March 22, 2011, 9am - 10am PT

Using and Making Letters of Credit Work for your Export Sales
March 24, 2011, 9am - 10am PT

Phone Power Collections
March 25, 2011, 9am - 10am PT

Resolving Conflicts & Maintaining Relationships
March 29, 2011, 9am - 10am PT

Construction Lien Series \$79 each for sign up for the complete series for \$275!

Construction Liens in Oregon (90 min.)
March 31, 2011, 9am - 10:30am PT

Construction Liens in Washington (90 min.)
April 7, 2011, 9am - 10:30am PT

Miller & Little Miller Acts (90 min.)
April 14, 2011, 9am - 10:30 am PT

Construction Liens in Idaho (90 min.)
April 21, 2011, 9am - 10:30am PT

Foreclosing a Mechanics Lien (90 min.)
April 28, 2011, 9am - 10:30am PT

Protect You & Your Company from Identity Theft & Business Fraud
April 4, 2011, 9am - 10am PT

Creating Credit Limit Guidelines
April 12, 2011, 9am - 10am PT

Valuable Data You Can Find in an Annual Report
April 22, 2011, 9am - 10am PT

Don't have the time to view the webinar "live"? You can still register and watch the webinar at your convenience as many times as you'd like for up to 60 days after the scheduled event!

Webinar Registration

No credit card? No problem! Simply logon to www.businesscreditlearningcenter.com to create your user profile and to read complete webinar descriptions. When you're finished, return to www.nacmoregon.org/events to sign up for the webinar(s) of your choice and we will bill you on your next invoice!

If you have any questions on any of the webinars, please call Elizabeth Heintz at 971.230.1120 or email ehentz@nacmoregon.org.

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