

NACM INLAND NORTHWEST NEWS

www.nacminw.com

MARCH 2010

Welcome New Members ~

Boone Electric, located in Spokane, is a licensed and bonded electrical contractor serving both commercial and residential customers in Washington and Northern Idaho area for over 25 years. Visit their website at www.boonenw.com

Star Rentals, Inc., Seattle, WA (17 Northwest locations). They are an independent equipment supplier for large and small jobs. Visit their site at www.starrentals.com

NACM's 114th Credit Congress & Expo Rio Hotel Las Vegas, NV May 16th – 19th 2010



Don't miss out on the largest credit industry event of the year! NACM has taken pride in being the primary learning, knowledge, networking and information resource for commercial creditors nationwide. Make plans to register for this event! Visit www.nacminw.com and click on the link to register.

Congratulations to the following Scholarship Recipients.... Way to Go!!

Donni Gabbert, Kilgore Architectural Products was awarded a scholarship from NACM National to Credit Congress. **Nola Barrett**, Oxarc, Inc. acquired a scholarship for an Affiliated Cap Course registration fee from NACM National.

Locally, **Caron Munsen** from Haskins Steel, **Sue Witte** from System TWT and **Jacki Witter** from Pyrotek, Inc. were all awarded scholarship funds to attend the National Credit Congress this May.



EXPERIAN'S INTELLIScore PLUS THE BEST CREDIT/RISK REPORT ON 95% OF YOUR CUSTOMERS

Credit research has shown that a combined Business and Owner credit scoring report is more predictive than either a Business or Business Owner report alone. The **Experian Intelliscore Plus** report scores both the Business and Owner in one consolidated credit score that does a risk analysis for you on your customers! To order an Intelliscore Plus Report on one of your customers please contact janey@nacminw.com; or 509-326-3420.

If you want to learn more about this Experian scoring report or other Business / Consumer credit reports, please sign up for our **FREE** Experian training class on March 25th from 3 to 5 pm at the NACM office with sheridan@nacminw.com



SAVE THE DATE! NACM INLAND NW GOLF SCRAMBLE AT THE COEUR D'ALENE RESORT SEPTEMBER 24TH, 2010

EDUCATION CORNER

Two of our best education resources are NACM National and the Business Credit Learning Center. Take advantage of the webinars and teleconferences listed below and see the websites for more programs by both resources.



Business Credit Learning Center

Webinars from 9-10am PT - \$79

3/11/10 ⇒ **Selling to the Chapter 11 Debtor** – Scott Blakely, Esq, will discuss the risks and possible advantages of selling to the debtor in possession.

3/30/10 ⇒ **Driving Collection Results with Portfolio Scoring** – Sam Fensterstock discusses portfolio monitoring and actual case studies.

4/1/10 ⇒ **Defending Your Company Against a Customer's Bankruptcy** – Richard Kulik, CCE will share experiences in managing customer bankruptcies.



National Association of Credit Management

NACM National Teleconferences

3/15/10 – Noon to 1:00 - \$74.95
⇒ **Joint Check Agreements** – Joint check agreements vary widely in their wording and protection they offer. Learn how to provide actual security in a joint check agreement.

3/31/10 – Noon to 1:30 - \$99.95
⇒ **Consumer Credit Scoring** – presenter Dan Ridenour, CBA

