

# 10 Habits of Highly Successful Credit Managers

## A Dynamic and Exciting Full-Day Event Featuring Barry Elms, America's Business Coach

During this seminar, Barry Elms will teach you how to develop good peer-level relationships and stay motivated for peak performance. You will also learn how to outperform your colleagues and be a more organized and efficient credit professional. Additionally, Mr. Elms will discuss how to be a strong and effective negotiator.

**CEU and CCE recertification points are available for this class.**

### Morning Session

9 a.m. – noon

- Dedicated
- Organized
- Motivated
- Builds Relationships
- Good Communicator
- Calm Demeanor

### Afternoon Session

1 – 4 p.m

- Strong Negotiator
- Problem Solver
- Persistent and Determined
- Good Influencing Skills



**Date**  
May 8, 2012

**Time**  
9 a.m. – 4 p.m.  
(Continental breakfast served at 8:30 a.m.)

**Location**  
NACM Gateway Region  
10820 Sunset Office Drive  
Suite 302  
Sunset Hills, MO 63127

**Cost**  
\$199 members\*  
(Two coupons are valid.)  
\$398 non-members\*  
\*Lunch is included

Name \_\_\_\_\_ Member # \_\_\_\_\_

Company \_\_\_\_\_ Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-Mail \_\_\_\_\_

All payments must be received one week prior to class start date.

**Check**—Payable to NACM Gateway Region and mail to: 3005 Tollview Drive, Rolling Meadows, IL 60008

**Credit card**—Call Kathy Berendsen at 800-935-6226, ext. 6410 to make your payment.

**Cancellation Policy:** Cancellations must be received in writing, via fax, e-mail or mail no later than two weeks prior to the event date to qualify for a full refund. Cancellations received later than two weeks prior to the event date do NOT qualify for a refund of registration fees. Sorry, phone cancellations cannot be honored. A 20% surcharge applies to registrations received after a week before class start date. If you have any questions, please e-mail [info@nacmconnect.org](mailto:info@nacmconnect.org).



**Fax this form to 847-253-6241. Please use this registration form as your invoice.**