

# THE ART OF SETTING CREDIT LINES

## ABOUT THIS COURSE

One of the most important goals for the credit department is to generate revenues and margins for our company. These interrelated operating and investing decisions require the full understanding of an organizations' overall operating performance. This course will cover:

- The Importance of Understand The Decision to Sale
- Sales and Credit Are On The Same Team and Are A Function of Each Other
- Two Approaches: Customer's Who Provide Financial Statements and Those Who Don't
- Identify and Document Risk
- Setting The Credit Line
- Setting The Reserve
- Monitor and Follow Up

## ABOUT THE INSTRUCTOR

George A. Schnupp, CCE, is the U.S. Director of Credit at Anixter Inc. With 28 years of experience in the credit field, he has implemented various PC-based credit processes, eliminating numerous routine repetitive tasks performed by credit personnel. Mr. Schnupp is an instructor at NACM Midwest, William Rainey Harper College and the National Association of Credit Management's Mid-Career School. He has taught Principles of Business Credit, Basic Financial Accounting, Financial Statement Analysis I, Financial Statements (Intermediate): Interpretation and Credit Risk Assessment and Essentials of Finance. He is a graduate of the NACM Graduate School of Credit & Financial Management, and has authored the course material for the CCE Prep Course, which is offered at NACM Credit Congress.

## REGISTRATION INFORMATION

**Time:** 8:30 a.m. – 12:00 p.m.  
**Date:** Thursday - July 14, 2010  
**Location:** **NACM Gateway Region**  
2275 Cassens Drive, Suite 107  
Fenton, MO  
**Cost:** \$149, members, \$298, non-members  
**Continental Breakfast served at 8:00 a.m.**  
**Only one coupon is valid.**

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

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

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

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

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

**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.

**Please Invoice**

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

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