

PRINCIPLES OF BUSINESS CREDIT

Business Credit Principles is a 10-week course that provides a fundamental understanding of business credit procedures and policy. This class will also give students information about credit investigation and evaluation along with an overview of legal issues affecting the extension of commercial credit.

The following topics will be covered:

- Credit in the business world
- Credit in the company
- Organizing the credit department
- The legal environment of credit
- Credit policy and procedures
- Terms and conditions of sale
- Negotiable instruments
- The legal forms of business
- The uniform commercial code
- Credit investigations
- Know your customer
- Making credit decisions
- International trade
- Financing and business insurance
- Business credit fraud
- Credit availability decisions
- Customer visits
- The credit-sales partnership
- Out-of-court settlements
- Bankruptcy code proceedings

Instructor

Cheryl Pinson

Credit Manager, Watlow Electric

REGISTRATION FORM

Dates

Tuesdays, January 10 – March 13, 2012

Time

5:30 – 8:30 p.m.

Location

Watlow Electric
12001 Lackland Road
St. Louis, MO 63146

Cost

\$425, member (plus \$75 textbook fee)

Only two coupons are valid.

\$850, non-member (plus \$150 textbook fee)

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—For security reasons, please do not include your credit card number. Fax this registration form to 847-253-6241, and call Kathy Berendsen at 800-935-6226, ext. 6410 to make your payment.

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 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 later than two weeks prior to class date. For more information, please e-mail info@nacmconnect.org.

