

January 27-28, 2021 | 12AM-1PM CT

Risk Management Bootcamp for Trade Credit Managers

2-Hours Virtual Training Workshop

Register Now!



Jerry Bailey

Executive Sales and
Education Services Manager,
NCS Credit

Jerry Bailey, National Sales and Education Services Manager at NCS is an experienced Services Sales Executive with a demonstrated history of working in the financial services industry.



Des De Swart

Founder,
DDS13 Consulting Services LLC

Des de Swart's DDS13 Consulting Services assists Fortune 1000 companies in evaluating the benefits of trade credit insurance programs to help mitigate risk and increase sales.

Day 1

Key Takeaways:

- Understanding UCC filings and Mechanical liens
- Leveraging filings when customer defaults or files bankruptcy
- Selecting the right agreement for your company
- Overcoming senior management objections

Join Jerry Bailey from NCS Credit with 25+ years of consulting experience on UCC Article 9, Liens, and other nuances of construction credit. His presentations will cover not only the legal protections of the mechanic's lien and UCC filing processes but also some practical solutions of how and when to use these tools.

Day 2

Key Takeaways:

- Needs and challenges of finding credit risk insurance in 2021
- How credit insurance shares risks and protects you
- Critical factors to consider while choosing a program
- Expert recommended programs for SMEs and Fortune 2000 companies

Join Des de Swart, a consultant with 35+ years of experience will help you understand credit insurance from concept to execution. He will also help you understand how to leverage these programs for risk mitigation, low past-dues, and negligible bad debt write-offs.