highako by HighRadius | CREDIT TODAY

DATE

May 11- June 4

12-2 PM CT

CREDIT SKILLCON '21

LEARN 21+ CREDIT SKILLS OVER LUNCH

REGISTER FOR FREE

Live Expert Training

On-Demand Workshops

Panel Discussions

Executive Roundtables

Master

#21Skillsin21Days

Team Training

Certificates

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Learn From the Industry's Best

Robert Shultz

Founder, Quote to Cash Solutions (Q2C) LLC

Jessica Butler

Founder, Attain Consulting Group

John Zimmer

President, Receivable Training Associates

Kim Erickson

Owner, Principal Optimize Consulting

David Schmidt

Contributing Editor, Credit Today

Brodie Oldham

Sr. Director of Analytic Consultancy, Experian

Mike Flum

President and Chief Operating Officer, CreditRiskMonitor

Lina Chindamo

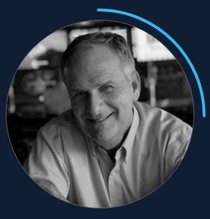
Director, Enterprise Accounts, Creditsafe

Eric Kider

Sr. Vice President, Data and Credit Solutions, Data Axle

Gregory Johnson

Chief Operating Office, Cortera



Pete Knox

Head of Credit and AR, Nestle

Wanda Borges

Borges & Associates, LLC

Richard C. Macias

Of Counsel, Maynard Cooper & Gale

Scott Blakeley

Partner at Blakeley LLP

Keith Buggs

Senior Manager of Credit, Henry Schein

John M. Donovan

Principal Consultant Order to Cash, Credit & Collections

Panel Discussions

MAY 12th
12-1 PM CT

Credit Data to Decisions: Navigating Bankruptcies and SMB Risk

Join our experts as they discuss strategies that best-performing credit teams have adopted to alleviate risk and make better credit decisions.

CREDIT SCORING | PORTFOLIO ANALYSIS

PANELISTS:

Brodie Oldham
Sr. Director of Analytic Consultancy, Experian

Mike Flum
President and Chief Operating Officer, CreditRiskMonitor

Eric Kider
Sr. Vice President, Data and Credit Solutions, Data Axle

Gregory Johnson
Chief Operating Office, Cortera

Lina Chindamo
Director, Enterprise Accounts, Creditsafe

MAY 19th
1:30-2:30 PM CT

Attorney Insights: Riding the Bankruptcy 2.0 Wave in 2021

Join the US leading creditor's rights and bankruptcy attorneys as they discuss consignment agreements, reclamation rights, and UCC rules to help trade creditors protect their business against bankruptcy proceedings.

BANKRUPTCY

PANELISTS:

Scott Blakeley
Partner at Blakeley LLP

Richard Macias
Of Counsel, Maynard Cooper & Gale

Wanda Borges
Borges & Associates, LLC

MAY 24th
1:30-2:30 PM CT

Hiring & Developing Top Credit Talent in 2021 | Secrets Unlocked

Join our experts as they discuss the key strategies to attract the right talent and develop a roadmap for long-term growth in the credit department.

RECRUITING AND TALENT MANAGEMENT

PANELISTS:

Pete Knox
Head of Credit and AR, Nestle

Keith Buggs
Senior Manager of Credit, Henry Schein

Dave Schmidt
Contributing Editor, Credit Today

REGISTER FOR FREE

Featured Sessions

MAY 11th
12-1 PM CT

Setting SMART Goals, Meetings and KPIs

Understand how to utilize your credit teams to enhance productivity by enabling them to leverage 'SMART' goals.

RECRUITING AND TALENT MANAGEMENT

Robert S. Shultz
Founder, Quote to Cash Solutions (Q2C) LLC

MAY 24th
12-1 PM CT

Alternatives to Bank Financing: Factoring, LOC, Guarantees and Bonds

Join this live workshop to learn how to utilize LOC, guarantees, and Bonds as securities to manage risk against breaches.

A/R FINANCING

Robert S. Shultz
Founder, Quote to Cash Solutions (Q2C) LLC

JUN 3rd
12-1 PM CT

Deductions Problem Solving and Negotiation Strategies

Join this live session to grab the best way to approach and prepare for an upcoming customer settlement meeting using the right communication approach.

DEDUCTIONS RESOLUTION

Jessica Butler
Founder, Attain Consulting Group

MAY 19th
12-1 PM CT

A/R Manager's Guide to Account Closing and Cash Forecasting

Expert session to help A/R professionals optimize their cash management and seamlessly reconcile a large numbers of accounts every month.

CASH RECONCILIATION | EXCEPTION HANDLING

John M. Donovan
Principal Consultant
Order to Cash,
Credit & Collections

REGISTER FOR FREE

Paid Workshops

Zoom Workshop

MAY 13-14th
12-2 PM CT

A Holistic Approach to Determine Customer Creditworthiness

Join this live session to get a holistic view of your customer's creditworthiness and learn the best practices to determine their financial health.

FINANCIAL STATEMENT ANALYSIS | CREDIT SCORING

Robert S. Shultz
Founder, Quote to Cash Solutions (Q2C) LLC

$149

REGISTER NOW

Zoom Workshop

MAY 17-18th
12-2 PM CT

Creating Excel Deductions Dashboard for Senior Management

Join this live hands-on training on the good old Excel to build your deductions dashboard and analyze the health of your deductions process.

KPIs AND REPORTING

Jessica Butler
Founder, Attain Consulting Group

$149

REGISTER NOW

Executive Roundtable

MAY 20th
1:30-2:30 PM CT

Onboarding New Applicants for Credit

Join this credit execs round table to understand steps and strategies to create a seamless onboarding process for your department.

CREDIT APPLICATION | FINANCIAL STATEMENT ANALYSIS

Robert S. Shultz
Founder, Quote to Cash Solutions (Q2C) LLC

$79

REGISTER NOW

Zoom Workshop

MAY 25-27th
12-2 PM CT

Collectors Bootcamp: Call Techniques, Win-win Negotiations & Overcoming Objections

Join our expert across a 3-day collectors boot camp to get a win-win strategy for faster collections and better customer relationships.

COLLECTIONS CALL NEGOTIATIONS | COLLECTION EMAIL AND LETTERS

John Zimmer
President, Receivable Training Associates

$199

REGISTER NOW

Our Partners

Event Calendar

Week 1

May 11-14, 2021

Tuesday | May 11, 2021

12-1 PM CT

CREDIT MANAGERS
Setting SMART Goals, Meetings and KPIs
Robert Shultz
LIVE

1:30-2:30 PM CT

CREDIT ANALYST
Reading and Interpreting Credit Reports
On-Demand

CREDIT MANAGERS
Building the Right Credit Policy
On-Demand

Wednesday | May 12, 2021

12-1 PM CT

Credit Data to Decisions
Navigating Bankruptcies, Frauds & SMB Risk
Panel Discussion

1:30-2:30 PM CT

CREDIT MANAGERS
Portfolio Analysis and Segmentation
On-Demand

Thursday | May 13, 2021

12-2 PM CT

CREDIT ANALYSTS
A Holistic Approach to Determine Customer Creditworthiness
DAY 1 | Robert Shultz
$149
LIVE

12-1 PM CT

CREDIT ANALYSTS
SAP Customer Master Data Management | T-Codes & Best Practices
SAP
On-Demand ERP

CREDIT ANALYSTS
Oracle Customer Data Management Training
ORACLE
On-Demand ERP

CREDIT ANALYSTS
Microsoft Dynamics Customer Database Management 101
Microsoft Dynamics 365
On-Demand ERP

1:30-2:30 PM CT

CREDIT MANAGERS
Credit Sales Collaboration
On-Demand

Friday | May 14, 2021

12-2 PM CT

CREDIT ANALYSTS
A Holistic Approach to Determine Customer Creditworthiness
DAY 1 | Robert Shultz
$149
LIVE

12-1 PM CT

CREDIT ANALYST
Configuring Company Code & Sales Data in SAP Customer Master
SAP
On-Demand ERP

Configuring Customer Master Data in Oracle
ORACLE
On-Demand ERP

CREDIT ANALYSTS
Maintaining Customer Data in Microsoft Dynamics
Microsoft Dynamics 365
On-Demand ERP

1:30-2:30 PM CT

DEDUCTIONS ANALYST
Trade Deductions & Non-Trade Deductions
On-Demand

Week 2

May 17-21, 2021

Monday | May 17, 2021

12-2 PM CT

DEDUCTIONS MANAGERS

$149

Creating Excel Deductions Dashboard for Senior Management

DAY 1 | Jessica Butler

LIVE

12-1 PM CT

CREDIT MANAGERS

The Big 3 - Anti-trust, ECOA and FCRA

On-Demand

Tuesday | May 18, 2021

12-2 PM CT

DEDUCTIONS MANAGERS

$149

Creating Excel Deductions Dashboard for Senior Management

DAY 2 | Jessica Butler

LIVE

Wednesday | May 19, 2021

12-1 PM CT

A/R MANAGER

A/R Manager's Guide to Account Closing and Cash Forecasting

John Donovan

LIVE

CREDIT ANALYSTS

Understanding Credit Scoring in SAP

SAP

On-Demand ERP

CREDIT ANALYSTS

Understanding Oracle Credit Policies & Scoring Models

ORACLE

On-Demand ERP

CREDIT ANALYSTS

Understanding Credit Limit & Scoring in Microsoft Dynamics

Microsoft Dynamics 365

On-Demand ERP

CREDIT ANALYSTS

NetSuite Credit Rating and Scoring 101

ORACLE NETSUITE

On-Demand ERP

1:30-2:30 PM CT

Attorney Insights: Riding the Bankruptcy 2.0 Wave in 2021

Panel Discussion

Thursday | May 20, 2021

12-1 PM CT

A/R Risk Mitigation Strategies for Liquidity Strained Customers

Scott Blakeley

LIVE

CREDIT ANALYSTS

Configuring a Credit Scoring Model in SAP

SAP

On-Demand ERP

CREDIT ANALYSTS

Maintaining Credit Policies and Scoring formulas in Oracle

ORACLE

On-Demand ERP

CREDIT ANALYSTS

Configuring Credit Limits & Scores in Microsoft Dynamics

Microsoft Dynamics 365

On-Demand ERP

CREDIT ANALYSTS

Credit Scoring Model Configuration in NetSuite

ORACLE NETSUITE

On-Demand ERP

1:30-2:30 PM CT

$149

Virtual Roundtable: Onboarding New Customers for Credit

EXECUTIVE ROUNDTABLE

Friday | May 21, 2021

12-2 PM CT

COLLECTORS

Collections Calling & Negotiation

Robert Shultz

On-Demand

Week 3

May 24-May 27, 2021

Monday | May 24, 2021

12-1 PM CT

CREDIT MANAGERS

Alternatives to Bank Financing:
Factoring, LOC, Guarantees & Bonds

Robert Shultz — LIVE

COLLECTORS

SAP: DSO & Aging Reports 101

SAP — On-Demand ERP

COLLECTORS

Oracle Advanced Collections Fundamentals

ORACLE — On-Demand ERP

COLLECTORS

Understanding Aging Reports in Microsoft Dynamics

Microsoft Dynamics 365 — On-Demand ERP

COLLECTORS

A/R Aging Reports and Analysis Fundamentals

ORACLE NETSUITE — On-Demand ERP

1:30-2:30 PM CT

Hiring & Developing Top Credit Talent in 2021 | Secrets Unlocked

Panel Discussion

Tuesday | May 25, 2021

12-2 PM CT

COLLECTORS — $199

Best-In-Class Collection Call Techniques and Strategies
Collections Bootcamp Day 1

John Zimmer — LIVE

12-1 PM CT

COLLECTORS

SAP Collections Strategies and Prioritzed Worklists Configuration

SAP — On-Demand

COLLECTORS

Oracle Advanced Collections: Universal Work Queue

ORACLE — On-Demand

COLLECTORS

Customizing Aging Reports in Microsoft Dynamics D365

Microsoft Dynamics 365 — On-Demand

COLLECTORS

A/R Aging Report Customization & Analysis In NetSuite

ORACLE NETSUITE — On-Demand

1:30-2:30 PM CT

CREDIT MANAGERS

UCC Filings and Liens

On-Demand

Wednesday | May 26, 2021

12-2 PM CT

COLLECTORS — $199

Different Types of Collection Call and Creating a Win-Win Negotiation Collections Bootcamp Day 2

John Zimmer — LIVE

12-1 PM CT

DEDUCTIONS MANAGERS

Mitigating the Challenges of Trade Deductions
Recorded Panel Discussion — On-Demand

Thursday | May 27, 2021

12-2 PM CT

COLLECTORS — $199

How to Overcome Stalls and Objections in a Collections Call
Collections Bootcamp Day 3

John Zimmer — LIVE

Week 4

June 3-June 4, 2021

Thursday | June 3, 2021

12-1 PM CT

DEDUCTIONS ANALYSTS

Deductions Problem Solving and Negotiation Strategies

Jessica Butler

LIVE

Friday | June 4, 2021

12-1 PM CT

DEDUCTIONS MANAGER

Resolving Trade Deductions for Big Box Retailers

Kim Erickson

Live

1:30-2:30 PM CT

CREDIT MANAGERS

Key KPIs to Track as a Credit Manager

On-Demand

A/R ANALYSTS

KPIs Reporting and Dashboard

On-Demand

Master #21Skillsin21Days

- Financial Statement Analysis
- KPIs and Reporting
- Bankruptcy
- Credit Application
- A/R Frauds and Laws
- Cash Reconciliation
- Credit Scoring
- Deductions 101
- Collections Prioritization
- A/R Financing and Risk Mitigation
- Collection Emails and Letters
- Credit Policy
- Deductions Resolution
- Collections Call Negotiations
- Portfolio Analysis
- Big Box Deductions
- Exception Handling
- Stakeholder Management
- Recruiting and Talent Management
- Customer Master Data
- Cash Forecasting

Team Training

Proof of Completion Certificates

REGISTER FOR FREE