

# Credit Director Training Program

This program is designed to give you an expert level understanding of the analysis of financial statements and credit risk assessment methods.

## Meet Your Expert Instructors



**Robert S. Shultz**  
Founder,  
Quote to Cash Solution

He has thirty years of experience as a global credit and financial executive for large multi-national companies. He is the Founding Partner of Quote to Cash Solutions



**Scott Blakeley**  
Partner, Blakeley LLP

Scott Blakeley is a partner at Blakeley LLP, where he advises companies regarding bankruptcy, creditor's rights, and commercial law.



**Wanda Borges**  
Member at  
Borges and Associates,  
LLC

Wanda is an experienced attorney concentrating her practice in the fields of commercial litigation and corporate creditors rights in corporate bankruptcies.



**Richard Macias**  
Of Counsel,  
Maynard Cooper & Gale

Richard is an experienced trial attorney with a demonstrated history of providing counsel for business and commercial law transactions.



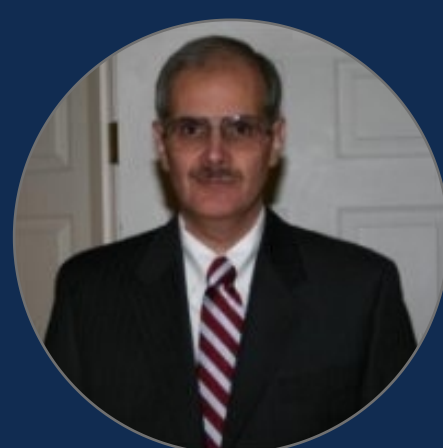
**Shamaria Smallis**  
Designation,  
Company

Shamaria is a strategic and innovative Executive/HR leader with over 25 years of progressive experience in the entertainment, banking/financial, aerospace, and manufacturing industries.



**Scott Taylor**  
Designation,  
Company

Scott has been working in the commercial and consumer credit industry for over 3 decades, in 8 states and with 11 companies.



**Hal Schaeffer**  
President of D and H  
Credit Services, Inc.

Hal Schaeffer, a nationally recognized bankruptcy preference expert, a boutique consultancy specializing in creating bankruptcy preference defenses for Plaintiffs and Defendants.



**Dave Schmidt**  
Contributing Editor,  
Credit Today

Dave is an order-to-cash and SME risk expert with over 27 years of experience.

# Credit Director

# Course Curriculum

1.

## Credit Department's Toolkit: Strategy, Planning, and Implementation

- ▶ The Strategic Planning Process Obstacles, the Value, Where to Start
- ▶ Implementing Your Strategic Goals, & Action Plans
- ▶ Developing a Strategic Plan for Your Credit Department

Robert S. Shultz

🕒 60 mins

O2C

2.

## How to Effectively Manage Credit Department Stress

- ▶ Improve Employee Well-Being and Productivity for Trade Creditors
- ▶ Ways to Manage Your Time and Reduce Stress in Your Credit Department
- ▶ Ways to Set Goals and Reduce Stress for Trade Creditors

Robert S. Shultz

🕒 120 mins

O2C

3.

## Cost vs Value: Credit Department in the Eyes of CFO

- ▶ Improving the Perception of the Credit Department as a Key Part of the Management Team
- ▶ How to Effectively Advocate the Credit Department's Value Proposition

Robert S. Shultz

🕒 40 mins

O2C

4.

## B2B Portfolio Risk Analysis During a Recession

- ▶ The ABCs of Portfolio Risk Management
- ▶ Assessing Trade Credit Risk Through Portfolio Segmentation

Robert S. Shultz

🕒 90 mins

O2C

5.

## The Art Of Mastering Presentations: Best Practices You Need to Know

- ▶ Face to Face Presentations vs Virtual Presentations
- ▶ Things TO DO in Presentations
- ▶ Best Practices for a Live Event - Part 1
- ▶ Best Practices for a Live Event - Part 2
- ▶ Things NOT TO DO in Presentations

Robert S. Shultz

🕒 30 mins

O2C

6.

## How To Take Credit Decisions Using The Porter's Five Forces Model

- ▶ Porter's Five Forces Model: An Unconventional Aid to Credit Risk Assessment
- ▶ How to Use Porter's Model to Assess Customers' Credit Risk

Robert S. Shultz

🕒 40 mins

O2C

## 7. Alternatives to Bank Financing: Factoring, LOC, Guarantees & Bonds

- ▶ Principles of AR Factoring for Credit Managers
- ▶ Basic Overview of AR Factoring for Credit Managers
- ▶ Factoring Options to Improve Your Company's Liquidity
- ▶ Trade Payments vs SCF: Which is Better
- ▶ Fundamentals of Supply Chain Finance Drivers
- ▶ Analyzing the Core Crux of Supply Chain Finance
- ▶ Detail Understanding of SCF and its Surprising Benefits

Robert S. Shultz

🕒 80 mins

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## 8. Attorney Insights: Riding the Bankruptcy 2.0 Wave in 2021

- ▶ Chapter 11 Small Business Reorganization Act | Fundamentals
- ▶ Small Business Debtor Chapter 11 Plan
- ▶ Concepts of Consignment under Uniform Commercial Code (UCC)
- ▶ Concepts of Reclamation under the UCC and Bankruptcy Code )
- ▶ Concerns and Limitations in Reclamation
- ▶ Concepts of Bankruptcy Preference Law
- ▶ Ordinary Course of Business Defense
- ▶ New Value Under Preference Bankruptcy Law

Scott Blakeley  
Wanda Borges  
Richard C. Macias

🕒 60 mins

O2C

## 9. Effective Collection Call Negotiation Techniques

- ▶ Collections Negotiation Tactics and Techniques
- ▶ Negotiation Styles & Collector's Behaviors
- ▶ Principled Negotiation in B2B Collections: An Introduction
- ▶ Principled Negotiation in B2B Collections: A Deep Dive

Robert S. Shultz

🕒 120 mins

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## 10. Hiring & Developing Top Credit Talent in 2021 | Secrets Unlocked

- ▶ Decoding the Key Factors for Identifying Top Level Recruits
- ▶ Understanding the Keys to Developing & Retaining Credit Department Talent
- ▶ Understanding the Foundations of a Great Interview
- ▶ Hiring & Developing Top Credit Talent in 2021 | Secrets Unlocked

Shamaria Smallis  
Scott Taylor  
Hal Schaeffer  
Dave Schmidt

🕒 60 mins

O2C

EXPLORE MORE