

Credit Research Foundation Credit & Accounts Receivable Open Forum

Marina Del Rey, CA

Monday, March 19

Noon	Forum Registration
1:00	Welcome & Opening Remarks
1:15 to 2:00	Alternative Data Sources, Who are They, What They are Best Used For and Why You Should Look at Them - Presented by Paul Greenwood, GDS Link
2:00 to 3:00	Create Comparative Advantage Thru Automated Workflow - Presented by Diana Stoffel, Georgia Pacific
3:00 to 4:30	Small Business Fraud: Trends, Challenges & Best Practices - Presented by Derek Wasson, Equifax along with Profiles in Success from Tom Salutric, Credit Manager, UPS and Bob Payne, Director - US Credit Operations, SC Johnson & Son
5:00 to 7:00	Networking Cocktail Reception

Tuesday, March 20

8:00 to 9:00	Buffet Breakfast
	Panel Discussion—Where is Bankruptcy Headed and How Could It Be Made Better - Panel of attorneys: <ul style="list-style-type: none">• Scott Hazen: Chapter 11 Plans• Rob Hirsh: The Role of the Creditor's Committee
9:00 to 10:30	<ul style="list-style-type: none">• Larry Gottlieb: 365(d)(4)'s Effects on Reorganizations• Bruce Nathan: 503(b)(9) & Reclamation• Scott Blakeley: 363 Sales• Jim Stang: Critical Vendor
10:30 to 11:00	Break
11:00 to 12:00	Panel Discussion—What Every Company That is Accepting Credit Cards Needs to Know: Behind the scenes of credit card processing as told by a processor, ISO, and the company that audits them - Presented by Robert Day, MRC Merchant Relief Council; Rudet Fountain, United Tranz*Actions
12:00 to 1:00	Lunch
1:00 to 1:45	Collection Vendor Evaluation & Keeping High Performance - Presented by Matthias Steffens, Google
1:45 to 2:30	Building Customer Loyalty in Good Times & Bad : A treatise on how to build customer loyalty and profits during turbulent economic times - Presented by Randy Dacus, Lennox International
2:30 to 3:00	Break
3:00 to 4:00	Why Should You Evolve Your Responsibilities to Include Supplier Financial Evaluations? - Presented by Al Carmenini CreditRiskMonitor; Michael Dennis, Seagate Technology and Chuck Anderson, Deere and Company
4:00 to 4:30	General Membership Meeting

Wednesday, March 21

8:00 to 9:00	Continental Breakfast
9:00 to Noon	CRF Open Forum

The Credit Research Foundation Invites You To Our
CREDIT & ACCOUNTS RECEIVABLE OPEN FORUM

Marriott - Marina Del Rey, CA

Monday 1/2 day, Tuesday & Wednesday 1/2 day - March 19, 20 & 21, 2012

CRF PREMIER or PREMIER PLUS MEMBER - NO CHARGE but must register

Others, please check one:

Before 2/17/11

After 2/17/11

<input type="checkbox"/> CRF Member	\$415.00	\$430.00
<input type="checkbox"/> Non-CRF Member	\$500.00	\$525.00
<input type="checkbox"/> Vendor	\$750.00	\$750.00
<input type="checkbox"/> Multiple Registration *	\$325.00	\$350.00

* (Credit Professionals Only) may use this rate AFTER first registrant.
Each person must fill out a registration form.

PRE-REGISTER FOR THE RECEPTION:

Reception provided by our Platinum Sponsors

Yes, register me for this Monday evening Networking Reception. I plan to bring _____ guests.

REGISTRATION INFORMATION:

First Name

Last Name

Nickname (for badge)

Title

Company

Mailing Address

City / State / Zip

Phone #

Fax #

3 Ways To Register: FAX: 443-821-3627

On line at www.crfonline.org Events

By Mail: Credit Research Foundation
1812 Baltimore Blvd, Suite H
Westminster, MD 21157

PAYMENT INFORMATION:

Registration fees may be paid via check, payable to:
Credit Research Foundation

My check is enclosed

Please charge my registration fee. I have indicated the total to be charged in the box and have completed the information below:

AmEx MasterCard VISA Discover

Total Registration Fee: \$_____

Card #

Expiration Date

Print Name as on Card

Cardholder's Signature

Billing Address if different from registration:

E-mail: _____