



CRF Credit & A/R Forum—Tucson, AZ

Sunday Evening March 17, 2019

5:00 - 6:30 **CRF's Inaugural WOMEN'S INITIATIVE-** Please join CRF, Arent Fox LLP and fellow women risk management professionals for cocktails, light hors d'oeuvres, and the chance to mingle and network with your peers "Poolside" at the Hilton El Conquistador. **Registration is required** - simply send an email to angelam@crfonline.org - add subject line: Women's Initiative (or [CLICK HERE](#)).

Monday March 18, 2019

8:00 - 12:00 **Service Provider Breakout Sessions - Various User Group Meetings - Separate Registration Required**
CRF Special Education Program on Escheatment - Rafael Zahraiddin-Aravena, Shareholder, Director, Chair, Commercial Bankruptcy & Restructuring Practice and Eric Suttly, Shareholder, Elliott Greenleaf - Given the ongoing concerns and interest in this critical topic, CRF is offering this **OPTIONAL** 90-minute session as an adjunct to the standard program design for our attendees. It will explore the escheatment process, key considerations, legalities and recent court rulings. **Registration is required** - simply send an email to angelam@crfonline.org - add subject line: March Education/ Escheatment (or [CLICK HERE](#)). Continental breakfast included.

10:30 - 12:00

1:00 - 1:15 **Opening Remarks**

1:15 - 2:15 **The Digital Transformation of Order-to-Cash - Flint Lane, CEO & Founder, Billtrust** - All parts of business are under pressure to become more efficient and the Order-to-Cash process is no exception. Those that embrace digital transformation will have an edge in this ever more competitive world. This session will focus on key FinTech trends and the impact on the risk management discipline. This session will traverse the market opportunity to deliver technology solutions and what is likely on the horizon for our future.

2:15 - 2:30 **Break**

2:30 - 3:45 **Economic Update - William Strauss, Sr. Economist and Economic Advisor, Federal Reserve Bank of Chicago** - The latest update and outlook on the US economy to include an update on tariffs.

3:45 - 4:30 **Annual Meeting**

5:00 - 6:00 **CRF Networking Reception**

Tuesday March 19, 2019

7:00 - 9:00 **Networking Breakfast Buffet**

9:00 - 9:15 **Opening Remarks**

9:15 - 10:15 **Terms Pushback - Scott Blakeley, Esq, Blakeley LLP; Frank Sebastian, Director of Credit Services, adidas INDY LLC; Judy Wagner, Director Corporate Credit, Roche Diagnostics Corp** - Terms pushback continues to be a proactive strategy employed by your customers. As this trend continues to grow, and with minimal traction against it, a panel of risk management practitioners will share their experiences as they look to counter and manage the continued flow of customer terms demands.

10:15 - 11:45 **What to Consider when Operating Under the New NAFTA (The USMCA) - Nancy Noonan and Jordana Renert, Partners, Arent Fox; Jonathan Randle, Export Compliance Manager, Axon** - The panel will provide insights into new trade agreements entered into by the Trump Administration, with a focus on how companies should be preparing to do cross-border business under the new United States-Mexico-Canada Free Trade Agreement (NAFTA 2.0). This session will highlight areas for risk management professionals to be aware of across a number of topics including impacts of recent immigration policies.

11:45 - 1:00 **Networking LUNCH**

1:00 - 2:00 **Global Economy - Byron Shoulton, SVP & International Economist, FCIA Management Co Inc** - With a backdrop on the current issues regarding what is often called 'the trade war', this program will focus on the tariffs and how this is impacting trade, business confidence and more. The content will also deliver an update on the economic conditions that need to be understood for various regions and countries around the world.

2:00 - 2:15 **Break**

2:15 - 3:45 **Cannabis - Andrew Behlmann, Esq and Jeffrey Prol, Esq, Lowenstein Sandler LLP** - Akin to the days of prohibition, the cannabis market continues to expand both in the medical and recreational domains. This session will provide an overview of the marketplaces, legal/regulatory concerns, as well as the practical credit risk management implications when selling into an industry segment that traverses more organizations than one would consider.

3:45 - 4:00 **Break**

4:00 - 5:15 **Chief Restructuring Officer Role - Alvarez & Marsal's Chief Restructuring Officer Brian Fox and Managing Director Tom Hill, along with their Unsecured Creditors Committee Team of Mark Greenberg, Rich Newman and Seth Waschitz, Esqs** - Representatives from Alvarez & Marsal's Restructuring and Bankruptcy groups will discuss the role of a Chief Restructuring Officer. This session will address the reasons, process, focus, strategy and desired outcomes when a CRO is brought into a business and how you can play a role in the process.

Wednesday March 20, 2019

7:30 - 9:00 **Networking Continental Breakfast**

9:00 - Noon **CRF Open Forum** - Real time peer-to-peer exchange of needs and experiences.

Please refer to the CRF Events page for details on User Group Meetings being held in conjunction with the Forum