



CRF Credit & A/R Forum—National Harbor

Sunday Evening October 13

5:00 - 6:00 **CRF's WOMEN'S INITIATIVE-** Jointly hosted by Arent Fox LLP - see website for details and registration information.

Monday October 14

8:30 - 10:30 **CRF Special Education Program - Bankruptcy 101 - Jeffrey Cohen Esq, Partner and Eric Chafetz Esq, Counsel, Lowenstein Sandler LLP** - CRF is offering this **OPTIONAL** session as an adjunct to the standard program design for our attendees - see website for details and registration information.

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

1:15 - 2:15 **Automated Dashboards & Best Practices in Measurements and Performance Metrics - Keith Cowart, Product Manager, FIS** - Getting access to data is simply the first step in best practices for KPIs and performance metrics. Being able to take decisive action from that data and understanding the behavioral science that motivates (or demotivates) your team is the real basis for improvement. Learn how to leverage automated dashboards and focus on optimal performance metrics to save your valuable time and get top results across your team.

2:15 - 3:15 **Contract Developments and Strategies on the Cross Border Front - David Conaway Esq, Partner, Shumaker, Loop & Kendrick, LLP/ICTF Member and Counsel** - International contracts of sale and supplier agreements are becoming increasingly more difficult to navigate, understand and comply with. This program will offer trade creditors insights, tips and tools for improving processes surrounding international contracts of sale, as well as the reciprocal enforcement of bankruptcy judgements.

3:15 - 3:30 **Break**

3:30 - 4:30 **Trade Credit Fraud - *Staying out of the Crosshairs* - Chris Ryan, Fraud and ID, Experian** - This session will review the current landscape on fraud and provide thought leadership on defensive plays in its prevention. The detail will focus on: the Current Situation; the Problem that this creates; Statistical Highlights on Data Theft; Probabilistic and Deterministic Approaches to solutions; Best Practices for consideration.

4:30 - 6:00 **Awards—followed by Networking Reception at 5:00**

Tuesday October 15

7:00 - 9:15 **Breakfast Buffet followed by Opening Remarks at 9:00**

9:15 - 10:15 **How the Digital Transformation Can Ensure Business Integrity in Your O2C Processes - Michael Koehler, Senior Solution Architect, Serrala** - In an increasingly globalized and multi-dimensional business environment, companies are not only faced with the more traditional concerns like varying payment behaviors and even sovereign risks, but they are also being asked to be alert to, assess and address compliance, antifraud and anticorruption requirements. This session will define how automating manual processes in the order-to-cash cycle with modern technologies is vital to increase security, prevent human errors and add greatly needed transparency, quality and speed to your processes.

10:15 - 10:30 **Break**

10:30 - 11:45 **The State of Secured Transactions - Jerry Bailey, Executive Sales and Education Services, NCS** - A comprehensive review and discussion on the current trends and legal decisions which have an impact on your credit granting decisions. This presentation will highlight the impact and effectiveness of your UCC filing or mechanic's lien, emerging trends in developing industries and secured transaction best practices for your credit team.

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

1:00 - 2:30 **Special Keynote—[Click here for packet insert!](#)** The 2020 elections will shape the nation and its governance, and responses to current crises. This bipartisan panel will provide an opportunity to hear from two former senior Members of Congress as they discuss what your organization needs to plan for and expect as we approach Election Day and the four years to follow.

2:30 - 2:45 **Break**

2:45 - 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.

3:45 - 4:45 **Current Expected Credit Losses - CECL: Its Origins, Intentions, and Impact on Credit Risk Reporting - Steven C Isberg, Ph.D., Sr Research Fellow, Credit Research Foundation** - In 2016 the Financial Accounting Standards Board announced new guidance regarding the recognition of credit losses and the calculation of bad debt reserves. In this session, you will learn how the calculations are intended to work and the degree to which it will apply to credit risk for non-financial firms (trade credit). It will conclude with ways in which credit professionals can proactively respond to and prepare for the new "guidance".

Wednesday October 16

7:30 - 8:30 **Continental Breakfast**

8:30 - 9:15 **Legalities of Secured Transactions - Alan S. Dubin Esq, Partner, Arent Fox** - The Uniform Commercial Code (UCC) is a standardized statutory solution to numerous commercial situations. Article 9 specifically addresses the interests of lenders and their rights as "secured creditors." Alan Dubin is a nationally known practitioner specializing in Article 9 issues (and an adjunct professor of the subject at George Washington Law School) and will answer questions posed at the Open Forum! Bring your Article 9 issues for discussion.

9:15 - Noon **Opening Remarks followed by 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