CRF Credit & A/R Forum—Charleston, SC

	Monday, March 16
8:30 - 10:30	**OPTIONAL CRF Special Education Program - Mediation/Negotiations - Rafael Zahralddin Esq, Elliott Greenleaf -** an executive level personal development program focusing on the functional approach, delivery and execution of successful strategies in both mediation and negotiations. An interactive session delivered by ***Friend of the Foundation***, Elliott Greenleaf.
1:00 - 1:15	**Opening Remarks**
1:15 - 2:15	**Panel Discussion: Managing Multiple Accounts Payable Platforms - Mitchell Rose, Sr Vice President Sales, Billtrust; Mithat Sancar, VP North America, Agreement to Cash, Iron Mountain; Bobby McPherson, Customer Financial Services Manager, ThyssenKrupp Elevator Corporation; Rebecca Hughes, VP of Supplier Strategy, AvidXchange -** The more accounts payable platforms your customers use, the greater the impact on how you send invoices and receive payments. The Panel will discuss the challenges accounts receivable departments face from the growing use of A/P platforms and strategies to address their impact on A/R processes. You will also hear directly from an A/P platform provider on what to expect in the future.
2:15 - 3:15	**Legal Topic-Currently being finalized - Bradford Sandler Esq and Scott Hazan Esq, Pachulski Stang Ziehl & Jones LLP**
3:15 - 3:30	**Break**
3:30 - 4:30	**Panel Discussion: Credit Management's Toolbox and New Uses/Sources of Data Used in the Evaluation Process - Taylor Ricketts, Sr Analyst, F&D Reports/Creditntell, Michael Bevilacqua, Senior Director Credit and AR, PepsiCo; Peter Knox, Head of Credit & AR Admin, Nestle Holdings** - What's in your Toolbox? This lively panel discussion will review what sources of information and credit practices practitioners are using in the customer credit risk evaluation process. With a focus on digital innovation, this panel will address areas such as information sources, data sets, dashboards, and tools and processes used to evaluate the credit worthiness of both their customers and their portfolio(s).
4:30 - 5:00	**General Membership Meeting - followed by Networking Reception at 5:00**
	Tuesday, March 17
7:00 - 9:15	**Breakfast Buffet followed by Opening Remarks at 9:00**
9:15 - 10:15	**Invisible Banks - Working Capital Opportunities - Suneel Chirunomula, Managing Director, C2FO -** It is always about cash flow! In an opaque market, the underwriting of credit is inefficient and costly. It's a fact that traditional financial intermediaries, whether they are banks, asset-based lenders, factors, or others, simply don't have visibility to both sides of the A/R and A/P equation. Today there are non-traditional resources to solve this fundamental problem. There is a transparent market that eliminates risk and allows suppliers to name their rate for cash flow. Learn how companies can receive their cash sooner rather than later and gain a better return on that cash.
10:15 - 10:30	**Break**
10:30 - 11:00	**"At Least One" Program Update and Callahan Award Presentation**
11:00 - 12:00	**Panel Discussion: Trends in Shared Service Centers - Curtis Marshall, Director of Credit & A/R, The Coca-Cola Company; Matt Skudera, VP Research & Education, Credit Research Foundation; Robert Anderson, Global Process Owner - Invoice to Cash, Hubbell Inc; Laurence Goldberg, National Director Revenue Management, BDO USA LLP -** Hear from a practitioner panel of industry experts and what is shaping, driving and transforming the Shared Service Centers they support. Additionally, learn what is being requested by CFOs and business leaders as they drive business transformation to capitalize on the benefits and lessons learned from this evolving business practice.
12:00 - 1:00	**LUNCH**
1 :00 - 2:30	**Panel Discussion: Cannabis - How Do We Sell, Collect, Apply and Risk Mitigate! - Andrew Behlmann Esq, Lowenstein Sandler LLP; Angela Lucas, Co-Founder & Managing Partner, Sterling Compliance; Samuel Fensterstock, Senior VP Business Development, A G Adjustments Ltd; Kurt Albright, Director Credit & Collections, Uline Inc -** This interactive panel discussion will address, from a practitioner's viewpoint, the most current operational issues and practices of selling into this vastly growing business segment. Our panel will include representation from a cross section of disciplines: an industry expert, legal, banking and a practitioner who all have direct business cannabis experience.
2:30 - 2:45	**Break**
2:45 - 3:45	**NextGen—Succession Planning, Strategy, Development, Employee Engagement - Arent Fox -** These are terms that Risk Management Executives often use interchangeably when discussing the development of their potential "NextGen" of leadership. Learn from the experiences of a law firm and fellow credit executives that embrace this concept and have woven into their operating practices and culture. This session will share data points, practices and strategies for your consideration and use.
3:45 - 5:00	**Economic Update - William Strauss, Sr. Economist and Economic Advisor, Federal Reserve Bank of Chicago -** The latest update and outlook on the US economy.
	Wednesday, March 18
7:00 - 9:00	**Continental Breakfast**
9:00 - 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