



Roundtable discussions are a great opportunity to review, discuss, question and learn best practices with credit professionals of countless experience and backgrounds, across various industries and company sizes. It is a great opportunity to network with other credit professionals that you can later reach out to regarding the roundtable discussion or other related credit processes or circumstances. They are equally beneficial to both the newer and the more experienced.

—Chuck Levy, CCE  
Credit Manager  
Fabick CAT

## 2017 Indiana December Lunch Roundtable Discussion

# SETTING CREDIT LIMITS WITHOUT FINANCIAL INFORMATION

Moderator: *Stu Boswell, CBF*

- Role of Experian and D&B Reports
- Review of trade references
- Importance of bank reference information
- How to use sales “discovery” information
- Art versus science

**Tuesday**  
**December 12**  
**11:00 a.m. – 1:00 p.m.**

**Location:**

Mid-City Supply Co., Inc.  
940 Industrial Pkwy.  
Elkhart, IN 46516

**Cost per Meeting**

\$30 members, \$60 non-members. One coupon per person is valid. Lunch included.

**Attendance at this roundtable discussion is worth .2 Continuing Education Units/CCE Recertification points**

Name \_\_\_\_\_ Designation(s) \_\_\_\_\_ Member# \_\_\_\_\_  
Please write your name as you would like it to appear on your name badge.

Company \_\_\_\_\_ Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-Mail \_\_\_\_\_ Mobile \_\_\_\_\_ Do you accept text messages?  Yes  No

**Online registration is available on [www.nacmgreatlakesregion.com](http://www.nacmgreatlakesregion.com)**

- Check enclosed**—(payable to NACM Connect) mail to: 3005 Tollview Drive, Rolling Meadows, IL 60008
- Please invoice me:**  
 Credit card—Pay by phone upon receipt of invoice: 1.800.935.6226  
 Check—Mail upon receipt of invoice.
- Coupon**—Limit one coupon per person.



**All payments must be received one week prior to meeting date.**

Cancellation Policy: Cancellations must be received in writing via fax, email or mail no later than one week prior to the meeting date to qualify for a full refund. Cancellations received later than one week prior to the meeting date DO NOT qualify for a refund of registration fees. Sorry, phone cancellations cannot be honored. If you have any questions, please email [info@nacmconnect.org](mailto:info@nacmconnect.org).

**Email this form to [registration@nacmconnect.org](mailto:registration@nacmconnect.org). You will be invoiced shortly.**