

LEGAL SEMINAR

FOR CREDIT PROFESSIONALS

Presented by **Lisa Gretchko & Jim Morgan**
Howard & Howard Attorneys PLLC

Wednesday
October 11 **8:00 a.m. – 12:30 p.m.**
(8:00–8:30 continental breakfast)

Howard & Howard Attorneys PLLC | 450 West Fourth Street | Royal Oak, MI 48067

8:00–8:30 Registration/Continental Breakfast

8:30–8:45 Welcome—Paula Slyder and Lisa Gretchko
NACM Connect Howard & Howard Attorneys PLLC

8:45–9:30 What are the Legal Issues in Dealing with Delinquent Customers? Lisa Gretchko

This presentation will review the issues that credit managers need to consider when dealing with a delinquent customer, including: (i) whether the customer is in bankruptcy, (ii) whether the Uniform Commercial Code applies, and (iii) how credit managers can apply rights/remedies most effectively.

9:30–10:15 Use of Records to Maximize Outcomes Jim Morgan
Computerization of data means that credit managers have a lot of data at their fingertips. This topic will explore: (i) important records that need to be retained, (ii) litigation holds, (iii) protecting against disclosure of sensitive creditor information.

10:15–10:30 Break

10:30–11:15 503(b)(9) Claims Lisa Gretchko

The 2005 amendments to the Bankruptcy Code weakened the creditor's reclamation rights but created 503(b)(9) claims. This presentation will focus on: (i) the elements of a 503(b)(9) claim, (ii) what to expect in a 503(b)(9) claims process, (iii) what has happened to reclamation claims?

11:15–12:00 Defending Preference Cases—Strategies that Credit Managers Need to Know Lisa Gretchko and Jim Morgan

This presentation will discuss: (i) how to deal with a preference demand letter, (ii) records that should be retrieved and retained to defend a preference case, and (iii) preference defenses.

12:00–12:30 Q & A and Networking

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Attendance at this seminar is worth .4 Continuing Education Units/CCE Recertification points.

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Questions? Contact Paula Slyder at paula.slyder@nacmconnect.org or call 937.401.2710

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