

About the Presenters

Part I: Prevention

Duane Schwartz, CCE

Duane has spent 25 years in credit and collections; he is currently an active credit manager and is a Certified Credit Executive (CCE). In addition to his hands on experience, he taught Credit 101 for the Northwest Lumberman's Association and at North Hennepin Community College. He was recognized as the Forius Credit Executive of the year in 2002, and received two mentor of the year awards. Duane has served on the Forius Board of directors since July of 2000 and was Chair in 2002-03; he is also on the Board of the National Association of Credit Managers (NACM).

Forius is the Minnesota affiliate of the NACM; they help companies make smart credit decisions through shared knowledge. Duane is excited about the program and encourages attendees to bring real situations and problems for discussion. Materials provided will include tools you can take back and use within your company.

Part II: Remediation

Curt Smith, Moss & Barnett, P.A., ASA-MN Chapter Attorney

As a presenter for many of past ASA events, Curt's qualifications are well known in the construction field. His experience and ability led to his designation as a Super Lawyer by his peers, a distinction shared by only 5% of top attorneys.

With an emphasis on the "remediation" of credit problems Curt will cover the use of liens, and lawsuits but he will also spend time on what you should be doing before submitting a bid and signing a contract to protect your rights and to ensure that you get paid.

The combination of the two sessions will help you manage the credit function in your company and will enable your employees make wise credit decisions.



American Subcontractors Association of Minnesota
www.asamn.org
16112 Wake Street NE
Anoka, Minnesota 55304



ASA-MN

presents

Credit & Collections Seminar Series



Session 1

Thursday, October 15, 2009

Session 2

Tuesday, November 10,
2009

REGISTER TODAY!



“Credit and Collections” Two Part Series



Date: October 15, 2009 and November 10, 2009

Place: Mendakota Country Club, 2075 Mendakota Drive, Mendota Heights
MN 55120, ph. 651-454-2822 www.mendakotacc.com

Time: 7:30 Registration, Continental Breakfast

Who Should Attend?

- ↳ Business Owners
 - ↳ CFO's
- ↳ VP's of Construction or Marketing / PM's
- ↳ Contract review depts.

Part 1 - “Prevention” OCTOBER 15, 2009, 8:00am - 12:00

Presenter: Duane Schwartz

This session will enable experienced participants to improve current practices and newer companies to develop an effective collection process.

- ◆ What credit tools are more predictive of credit behavior? (sample forms, and policy outlines will be provided)
- ◆ What credit resources are most effective?
- ◆ How do you evaluate the data, and are you networking effectively?

Part 2 - “Remediation” NOVEMBER 10, 2009, 8:00am - 12:00

Presenter: Curt Smith, Moss & Barnett, P.A.

From a legal perspective, what should you be doing?

- What to consider - before submitting a bid - before signing a contract.
- What are your rights under the law? What protections do you have?
- What are the fundamentals of Minnesota Mechanics Liens - How can you use them effectively.

SAVE When You Register for Both!



DEADLINE: Please Respond by October 1 via mail or fax

Please REMIT to ASA-MN, 16112 Wake St. Anoka, MN 55304 | ph: 763-413-0669, Fx: 763-413-1131
Email: info@asamn.org web: www.asamn.org ASA-MN has a 72 hour cancellation policy Thank You!

Members: Sponsor a Guest at the Member Rate!!

Attendees Name and Title	REGISTRATION FEES	
Company	Members Part 1 only \$40 p.p.	Members Part 2 only \$40 p.p.
Phone	Guests Part 1 only \$75 p.p.	Guests Part 2 only \$75 p.p.
Email	Guests SAVE with Part 1 & 2 \$125 p.p.	
Street	Total Due \$	
City/St/Zip	Thank you for your participation!	

___ I will remit by check or ___ Please charge my credit card: ___ VISA ___ MasterCard

Name on credit card _____ Billing Zip Code _____

Number ___-___-___-___-___-___-___-___-___-___ Expiration ___/___/___ CID# _____

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