



# CONQUERING THE CHALLENGE OF OVERRIDDEN CREDIT DECISIONS

## A WEBINAR

Wednesday

July 17, 2019

TIME: 9:00–10:00 AM CT

### ATTENDANCE FEE:

\$65 BCMA/WCA members.

\$79 all others.

At the low cost of one registration (one fee per each phone/Internet connection), as many people as you wish in your office can attend the Webinar.

**CONFIRMATION** will be sent to all registered attendees with easy-to-follow instructions to access the program on your PC and phone! Contact the Association if you do not receive an email confirmation & hand-outs in advance of the Webinar.

For more Information and to register, contact:

**THE BUSINESS CREDIT MANAGEMENT ASSOCIATION**

Wisconsin Credit Association  
PO Box 510157

New Berlin WI 53151

Phone: 262.827.2880

Fax: 262.827.2899

<http://www.wcacredit.org>

## DURING THIS LIVELY DISCUSSION, WE WILL TALK ABOUT:

- Ways to figure out how much credit risk is too much risk
- How to set or adjust credit limits correctly.
- How to make great credit decisions
- The importance of consistency in your department's decisions
- 8 things you should know about overrides of your decisions
- Learning from your mistakes

### MEET YOUR INSTRUCTOR:



**MICHAEL DENNIS** is a respected business trainer and author. He can be credited for the development of this and future credit, collection and finance serial training programs. Michael has more than 20 years of experience in credit management in various industries; including healthcare, construction and the auto aftermarket. His most recent publications, "Happy Customer-Faster Cash"

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### WEBINAR REGISTRATION

"Overridden Credit Decisions" | Wednesday, July 17, 2019 | 9:00–10:00 AM Central Time

NAME \_\_\_\_\_ EMAIL ADDRESS \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_ CITY/STATE/ZIP \_\_\_\_\_

TELEPHONE CALLING INTO WEBINAR FROM \_\_\_\_\_

Method of Payment (Non members are asked to prepay):

\_\_\_ Invoice my Company \$\_\_\_\_\_ (BCMA & WCA Members Only)

\_\_\_ Check Enclosed \$\_\_\_\_\_

\_\_\_ Credit Card (Please contact BCMA/WCA at 262.827.2880)

A credit or refund will only be given for cancellations received 5 days prior to the session. Please send your reservation to the Association office listed on this announcement or call 262.827.2880 to register or with questions.