

**SAVE THE
DATE!**

BCMA

Business Credit
Management Association

**BUSINESS CREDIT MANAGEMENT ASSOCIATION
BCMA | WISCONSIN CREDIT ASSOCIATION**

Proudly Presents

2020
Credit & Construction
Professional's Conference & Expo

September 16 – 17
Hilton Garden Inn
Milwaukee WI



- *Networking Opportunities*
- *Professional Development*
- *Timely Topics*
- *Innovative Ideas*
- *Practical Solutions*
- *Join us at this one-of-a-kind event which brings together credit, collection, and finance professionals to learn new insights and solutions to accelerate innovation, productivity and growth!*
- *Earn points toward Certification by attending!*

*All sessions will be awarded CPE/CEU Value by the American Society of
Credit & Collection Professionals*

SCHEDULE AT A GLANCE

Wednesday, September 16

7:00 – 8:00 AM	Registration Breakfast Visit Silent Auction & Expo				
8:00 – 8:15 AM	Welcome Remarks – BCMA Chairperson & Committee Members				
8:15 – 9:15 AM	Keynote Wisconsin's Economy Invited <i>John Koskinen</i> , Chief Economist for the Wisconsin Department of Revenue				
9:30 – 10:30 AM	WISCONSIN Lien & Bond Law <i>Attorney Dan Reich</i>	SESSION TBD <i>High Radius</i>	Terms & Conditions on Credit Documents <i>Kohner Mann & Kailas</i>	To Insure or not to Insure my Receivables <i>John Cornell</i>	Financial Statement Analysis 1 of 4 <i>Doug Gross, CPA</i>
10:30 – 10:45 AM	Refreshment Break Visit Silent Auction & Expo				
10:45 – 11:45 AM	ILLINOIS Lien & Bonds <i>Devon Glenn</i>	MINNESOTA Lien & Bond Law <i>Attorney Dan Reich</i>	Dealing With the Insolvent Customer <i>Kohner Mann & Kailas</i>	UCC Remedies When Debtors Default <i>Jerry Bailey</i>	Financial Statement Analysis 2 of 4 <i>Doug Gross, CPA</i>
11:45 AM – 1:15 PM	All Conference Lunch Visit Silent Auction & Expo				
1:15 – 2:15 PM	INDIANA Lien & Bond Law <i>Attorney Dan Reich</i>	OHIO Lien & Bond Law <i>Speaker TBD</i>	Conflict Management <i>Sue Matis</i>	Revitalizing Success <i>Ann Skibicki</i> Tentative	Financial Statement Analysis 3 of 4 <i>Doug Gross, CPA</i>
2:15 – 2:30 PM	Refreshment Break Visit Silent Auction & Expo				
2:30 – 3:30 PM	MICHIGAN Lien & Bond Law <i>Attorney Dan Reich</i>	IOWA Lien & Bond Law <i>Speaker TBD</i>	Credit Card Processing <i>Darin Newton</i>	Tax Exempt Certificate Process <i>Holly Hoffman</i>	Financial Statement Analysis 4 of 4 Case Study <i>Doug Gross, CPA</i>
3:30 – 5:00 PM	Reception & Networking Social Award Winning Auction Bids IF HOSTED, NAME WILL BE POSTED HERE				
5:00 PM	Adjourn				

Thursday, September, 17

7:30 – 8:00	Registration Breakfast Visit Expo				
8:00 – 9:00 AM	MISSOURI Lien & Bond Law <i>Attorney Dan Reich</i>	SESSION TBD <i>High Radius</i>	Collecting Difficult Accounts <i>Speaker TBD</i>	Selling to Minority Contractors <i>Jerry Bailey</i>	
9:00 – 9:15 AM	Refreshment Break Expo				
9:15 – 10:15 AM	WISCONSIN Lien & Bond Law <i>Attorney Dan Reich</i>	THINK LIKE A THIEF <i>Attorney Nicole Masnica</i>	SESSION TBD <i>Speaker TBD</i>	Awesome Credit Tools From BCMA <i>Darryl Rowinski</i>	
10:15 – 10:30 AM	Refreshment Break Visit Expo				
10:30 – 12:00 PM	Ask The Experts Panel Discussion Credit Credit Law Collections A-Z Moderators: <i>Darryl Rowinski, Wayne Crosby,</i>				
12:00 – 1:00 PM	Lunch Closing Remarks Adjourn				