



“The Power of Perception: How What You See is What You Get” Webinar

October 21, 2020 |
2:00 pm - 3:00 PM CDT

It has been said that “Perception IS Reality”.

When it comes to our relationships with people, our perceptions play a significant role. Our perceptions about others and ourselves can often create illusions, which hinder our success and our ability to perform at the highest level of achievement.

How we perceive our co-workers, customers, teammates, and all the people around us has a profound impact on their morale, motivation, and performance.

The objective of this webinar is to show how “what you see is really what you get” in life. Our perceptions always take center stage in our personal and professional lives and form the basis of our prosperity and productivity. “People show up for you according to your perceptions you have of them.” — Psychologist, Bruce Christopher

[Meeting
Details Here](#)



International Credit Executives Group
Administered by Wisconsin Credit Association, Inc.

wcacredit.org

October 27, 2020
3:00 pm - 4:00 PM CDT

Guest speaker, BYRON SHOULTON,
International Economist at FCIA Management Co
Inc will provide an update in advance of the
November election about each candidate's
platform that may affect our business.

No bias--just facts!

[Register
Online](#)



BCMA
Business Credit
Management Association

Wisconsin
Credit
Association

INSIDE THIS ISSUE

Remote Workforce and Expense
Reimbursement2-4

Comprehensive Credit
Professional's
Training Series.....5

10 on Tuesdays5

Contact Information6

Board of Directors6

Industry Credit Group Meetings
.....7

Upcoming Events7

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So Many ways that you
connect to The
Association

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WHAT TO DO WHEN A CUSTOMER

- A. Won't pay
- B. Can't Pay
- C. Goes Bankrupt
- D. Is Sold | Acquired | or Merged

November 17, 2020

9:00 AM—10:00 AM CST

This webinar will examine the issues facing a creditor when a customer's business is Sold, Acquired, Merged or files for bankruptcy protection. We will learn about potential challenges to getting paid; your company's rights; and advice about getting your money paid quickly. **MAIN TOPICS:**

- ◆ Your options and alternatives if a customer cannot pay their bills
- ◆ What actions to take and what decisions you'll need to make if a customer won't pay
- ◆ Things you should do, and things to consider when a customer threatens a bankruptcy filing
- ◆ What creditors should do IF a customer files for bankruptcy protection.
- ◆ An overview of your rights, options, and recommendations if a customer is sold, acquired, or merged. Business as usual?

Meeting
Details Here

NEW ASSOCIATION REPRESENTATIVE

Eric Cross

Bay Valley Foods AKA Treetop

Tamria Bezemek

Nekoosa Corporation

Robyn Vaupel

Trester Hoist & Equipment Inc

Monica Orth

MBW Inc

NEW GROUP REPRESENTATIVE

INTERNATIONAL CREDIT EXECUTIVES GROUP

Eric Cross

Bay Valley Foods AKA Treetop

Monica Orth

MBW Inc

If you have something you would like us to announce
please send an email to

admin@wcacredit.org

Remote Workforce and Expense Reimbursement By: Matt Skudera, CRF

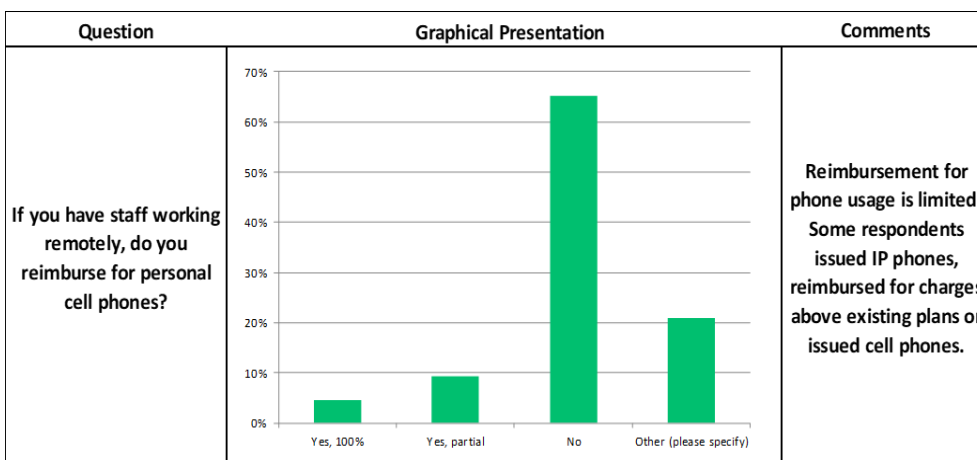
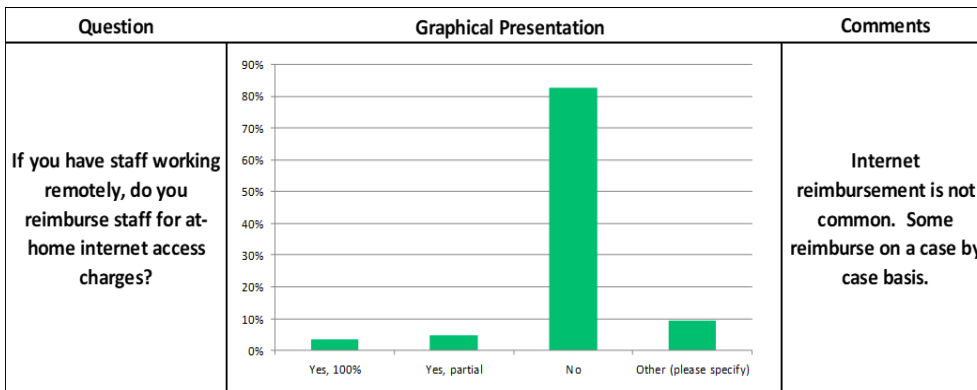
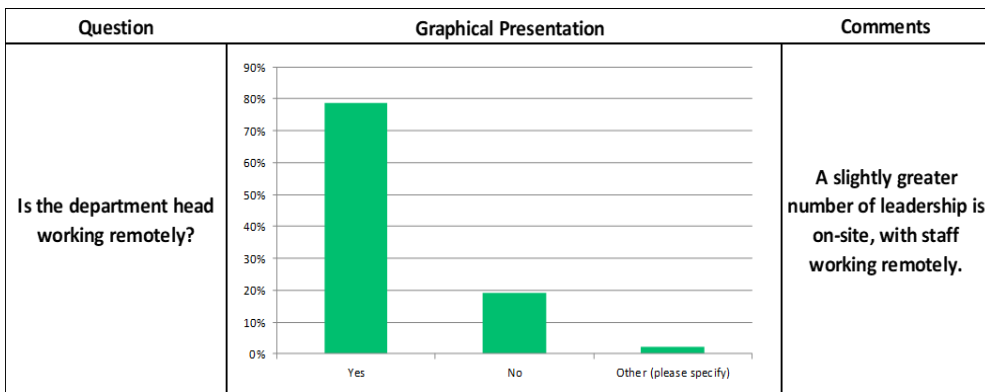
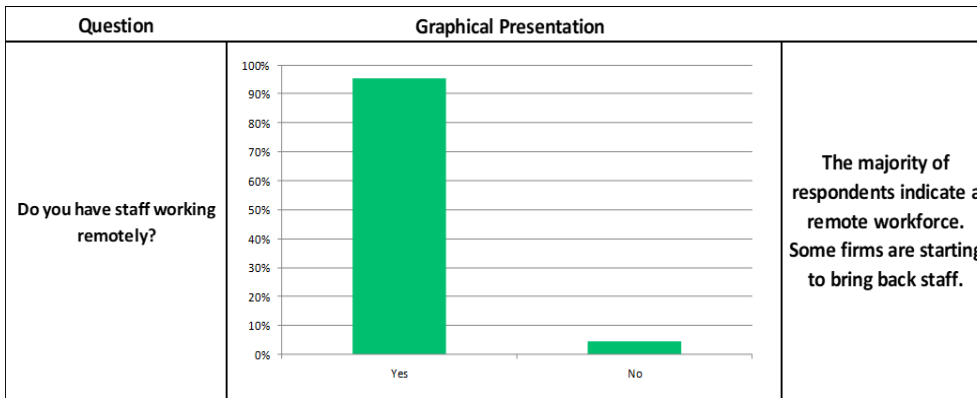
Remote working has become the new normal for all but a few credit organizations. While this is clearly recognized by the data in CRF's recent study, the long-term implications are yet to be realized. This study, performed in the third month of the pandemic (June 2020), focuses on those organizations working remotely and many of the associated expense reimbursement details of operating in that manner.

The data points below address, at a more granular level, the factors and opportunities associated with several aspects of working remotely:

- The majority of organizations have staff working remotely, most with 100% of their team members outside of the traditional work location.
- Internet expense reimbursement is not common.
- Telecom reimbursement is common, either in full or in a partial amount, with cell phone charges reimbursed for 30+% of respondents.
- What is interesting to note is that 60+% of respondents have a company-based internet telephone platform to support their organization's work-from-home requirements.
- Other reimbursable items include office supplies, paper, toner, equipment such as printers, monitors, desks and chairs. Some firms offer a monthly or fixed stipend to offset the expenses.

The following are selected responses from the survey:

Remote Workforce and Expense Reimbursement (Continued)



Resume Referral Service

The Association has been successful in matching qualified experienced individuals with open credit & credit-related positions. Interested parties are invited to take advantage of this specialized service.

Candidates

After contacting us, candidates will be asked to complete a Personal Profile & supply The Association with copies of their resumes. All documents will be kept in confidential files maintained by The Association. Wherever appropriate, your resume will be sent to a prospective employer, if both parties requirements reasonably match. Candidates will not be advised as to whom their resume is being forwarded. Prospective employers will call you directly & should advise you that your resume was received from us. It is an absolute requirement that persons that have their resumes on file must contact us immediately if they obtain employment or wish to change data on their profile.

Employers

Employers may contact The Association to register open credit & credit-related positions. Employers indicate the specifications & qualifications of the positions. We will search the talent pool for qualifying candidates & forward these resumes immediately via email, fax or mail, the employer's preference.

Candidates whose resume is provided to employers will not be advised that their resume has been forwarded to a prospective employer. This allows total anonymity. We request that if an employer contacts a candidate, they do so directly & advise the candidate, "their resume was received through The Association".

The Business Credit Management Association Wisconsin backs away from any further involvement unless the employer's requirements or qualifications are altered, & they request additional resumes.

To find out more about this wonderful program, click [here!](#)

Credit Reporting

In order to provide maximum value to our clients, The Association provides you access to all data bases we have **under one single, simple, low cost, generic report subscription**. Credit Mangers do not need to subscribe individually to every single database or information provider, in order to receive the best outside credit reporting information available. From Consumer Reports to Reports on International Customers and **everything** in between.

The Association wraps up a program for you, that automatically provides multiple data bases/providers in one, single subscription. Sounds simple? It is! Our current subscribers already enjoy the flexibility described and rely on their professional Association for data these sources provide that assists them in the credit worthiness decision.

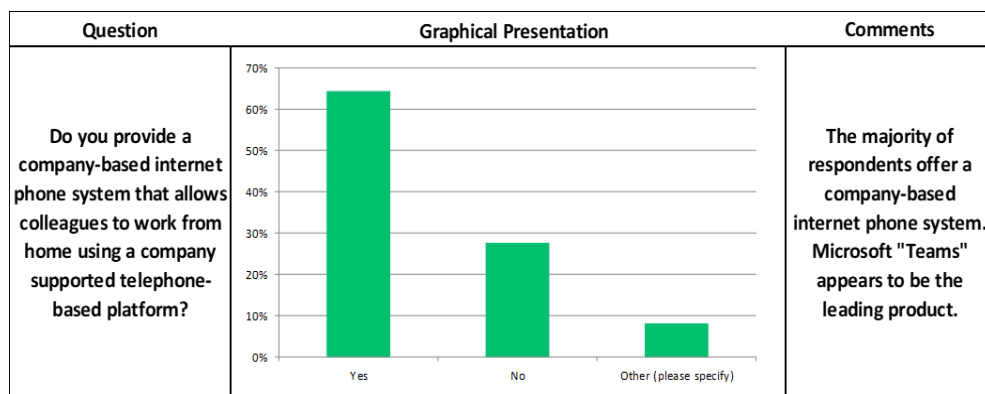
Other benefits of our subscriptions are **no** compensating renewals, **no** premiums for supplements, **no** contract expiration dates and **no** “use-em” or “lose-em” problems.

If you are interested in getting more for less, saving time and money, managing your credit reporting costs, The Association’s Credit Reporting Services is your solution.

Call today for more information or a personal consultation that will **open up all the doors** to credit information resources your company can use.

TO REQUEST A CREDIT REPORT ONLINE, [Click here](#) or contact Gail, 262-289-1223.

Remote Workforce and Expense Reimbursement (Continued)



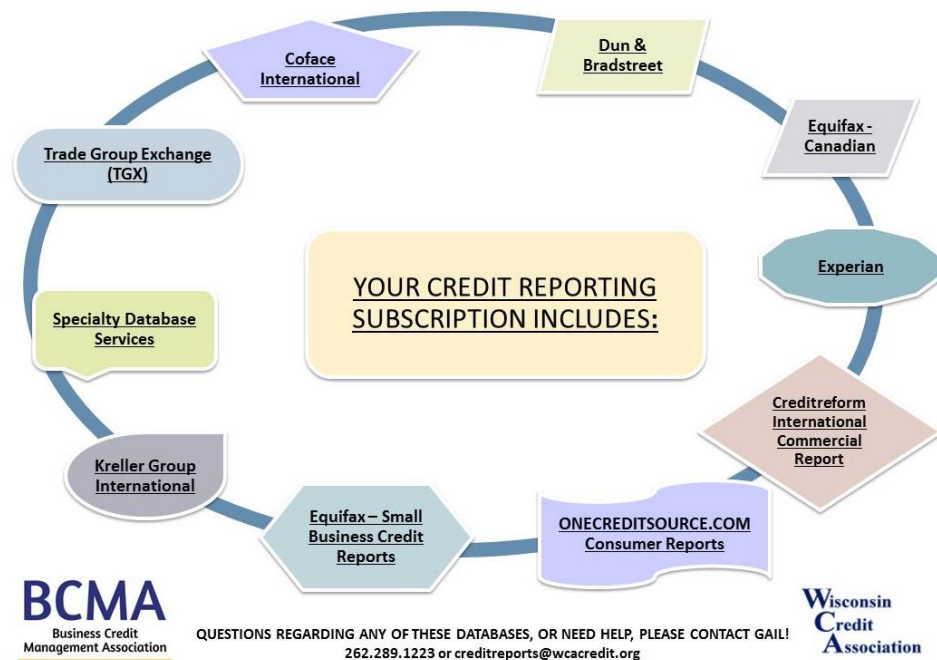
Final Thoughts

These results represent the pulse of the community at the point in time of the assessment. Granted, this area of expense reimbursement is new to many members of our community, and as such, the Foundation will continue to monitor and report on the same.



Credit Research
Foundation

*"This above informational article was provided
by Credit Research Foundation"*





COMPREHENSIVE CREDIT PROFESSIONAL'S TRAINING SERIES

Online – On Time – Concise –
Thorough
In Depth – Relevant

By: Michael C. Dennis

In collaboration with the American Society of Credit & Collection Professionals, this series of courses was developed to provide comprehensive training for individuals in credit and collection in order to prepare them for their role in this ever-changing field.

Training for the Certified Professional Collector & the Certified Credit Professional

You may apply for the Certified Professional Collector (CPC) and Certified Credit Professional (CCP) after 5 years on-the-job experience. However, by successfully completing the CPC and CCP Modules and passing all the exams, you will be eligible to apply for the Certification(s). If you are approved by the CSB Board and work one year in business credit and/or collection, you will be recognized as a Certified Credit Professional and/or a Certified Professional Collector.

This series will help those who aspire to become Certified and also those who wish to use these courses to learn techniques that will improve their job skills immediately!

Each course is approximately one (1) hour in length. Courses can be taken individually, and used for professional training or the series of courses can be taken to fulfill certification requirements for either the Certified Credit Professional (CCP) or the Certified Professional Collector (CPC) accreditation. To meet eligibility requirements for accreditation, students must complete all courses in each module. In addition, certain core competencies are required for both the CPC and the CCP accreditations, Dropbox is required to receive the recordings. A link to a free download will be sent along with your confirmation.

[Details Here](#)




Holly Hoffman presents

10 ON TUESDAYS

Live Webinars each Tuesday
discussing trending sales tax,
multistate, and a variety of other
useful business topics mixed in.

These webinars are free, but do require a one-time registration [here](#).

Share your topic ideas and feedback in our "10 on Tuesdays" Facebook Group.




Trending topics for businesses - mainly focused on sales and use tax but we will also bring in other experts to discuss common issues businesses are facing! Go to salesandincometax.com and look for the 10 on Tuesdays logo - click on "Watch Previous Episodes" to see previous topics and guests.

To learn more about upcoming events for this wonderful program, click on the photo to your left.

Need credit card payment solutions for your business? Whether large or small, TSYS has the customized solutions to



Merchant SolutionsSM

fit your business needs. BCMA partners with TSYS because they are focused on creating more value in our client relationships than ever before, and their voice has emerged as one of the most trusted in the payments industry. This true spirit of partnership, and the accompanying understanding that our success is determined by our clients' success, infuse everything we do. Whether you're LOOKING TO BEGIN ACCEPTING CREDIT CARDS, or LOOKING TO LOWER YOUR CREDIT CARD SURCHARGE FEES...TSYS will help. Contact the Association at 262.827.2880. We'll put you in touch with a representative that will assist you. **TSYS was named to Ethisphere's 2013, 2014-2018 World's Most Ethical Companies List!**

**NACS Credit Services, Inc*

**The Business Credit Management Association Wisconsin*



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Group Administrator

Chrys Gregoire X221

Administrative Support
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Group Services
E-Commerce
Credit Reporting

Patty Hughes X227

Recovery Specialist
Credit Reporting



GOT AN IDEA?

Would you like to contribute to the BCMA Newsletter? Just write to us at admin@wcacredit.org with your idea!

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Rob Lawson
Stu Sturzl, CCP, CPC
Barry Elms

UPCOMING INDUSTRY CREDIT GROUP MEETINGS



OCTOBER 9, 2020

Electrical Suppliers Industry Credit Group,
Teleconference Call

OCTOBER 13, 2020

Regional Paper & Packaging Industry Credit
Group

Book of Reports Only
Fine Paper/Graphic Arts Industry Credit
Group

Book of Reports Only

OCTOBER 14, 2020

Plumbing & Heating Industry Credit Group
Teleconference Call

OCTOBER 15, 2020

Construction Industries Credit Group
Teleconference Call

OCTOBER 16, 2020

IL Fine Paper Industry Credit Group
Teleconference Call

OCTOBER 19, 2020

Western Electrical Suppliers Industry Credit
Group
Teleconference Call

OCTOBER 20, 2020

Building & Construction Materials Credit
Group
Milwaukee, WI

OCTOBER 21, 2020

Minnesota Electrical Suppliers Credit Group
Teleconference Call

OCTOBER 23, 2020

WI/IL HVAC Industry Credit Group
Teleconference Call

OCTOBER 28, 2020

Food Service Supply Hospitality & Food
Suppliers Industry Credit Groups
Milwaukee, WI

BCMA

Business Credit
Management Association

YOU CAN TRUST THE
ASSOCIATION TO
ASSIST IN
COLLECTION
RECOVERY FROM
YOUR DEBTORS
ANYWHERE IN THE
WORLD.

LET THE
ASSOCIATION HELP
WITH EMPLOYMENT
OPPORTUNITIES.

Education Events

October 21, 2020

“Virtual Event ~ The Power of
Perception: How What You See
is What You Get”

October 27, 2020

ICE Breaker “No bias--just
facts!”

November 17, 2020

“Customer Cannot Pay” Webinar

December 10, 2020

“Phone-Power Collections”
Webinar