

BCMA

**Business Credit
Management Association**

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*Credit
News*

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“Credit Decision Making” Webinar

JUNE 16, 2021 | TIME: 9:00 —10:00 AM CT

CASE STUDIES WILL BE USED IN THIS PROGRAM TO DEMONSTRATE STEP-BY-STEP BEST PRACTICES FOR MAKING WISE CREDIT DECISIONS!

We'll also examine:

- How to make faster decisions
- How to make better credit decisions
- How and when to delegate credit decision making
- How to strike the right balance between risk and reward
- How to effectively communicate the reasons for your decisions



**Register
Online**



International Credit Executives Group

Administered by Wisconsin Credit Association, Inc.

ICE Breaker "Export Resources for Women & Minority Owned Businesses "

June 10, 2021 |3:00 - 3:45 PM

Please join us along with the Export-Import Bank of the United States (EXIM), U.S. Commercial Service, and the U.S. Small Business Administration to learn about government tools, financial resources, and services available to support Wisconsin businesses. We will also be taking a closer look at additional opportunities that are available specifically to Women and Minority owned businesses. Now more than ever, it's important to diversify revenue streams and generate sustainable consumer demand, which will help stabilize and accelerate recovery.

Our expert panel includes:

Stephen Konkle

Economic Development Specialist
Illinois District Office
U.S. Small Business Administration

LaTaunya R. Darden

Business Development Specialist
Minority/Women Owned Business Division | Office of Small Business
Export-Import Bank of the United States

Once again, there is **no cost** for any representatives from ICE MEMBER COMPANIES to attend this session. Non-members are asked to pay \$55 to help with meeting set-up costs. Be sure to make this meeting notice available to others in your company who will benefit and kindly let your peers know about valuable ICE Group Membership benefits and networking opportunities!



NEW ASSOCIATION REPRESENTATIVE

Amanda Schindler
Weyco Group

NEW GROUP REPRESENTATIVE INTERNATIONAL CREDIT EXECUTIVES GROUP

Amanda Schindler
Weyco Group

VF Outdoor would like to announce the retirement of two well respected credit professionals. Lisa Long and Jim Reams will be

retiring on June 25th after long careers in credit.

Lisa started with VF as a temp 41 years ago and turned that into a career in Credit.

Jim has spent the last 11 years with VF and was with Mercury Marine for many years prior to that.

Both have been great mentors for the department and will surely be missed.

BCMA-Wisconsin Credit Association thanks these two individuals for many years of support to the credit profession, and wishes them a happy and healthy, well-deserved retirement.

If you have something you would like us to announce please send an email to
admin@wcacredit.org

FRAUD DURING COVID-19

BY: MATT SKUDERA, CRF

After a full year of COVID-19, the impacts have transcended into many aspects of the business environment and resulted in operational challenges for the credit community. This survey addressed the expanding activity of fraud related to recognition, monitoring and prevention.

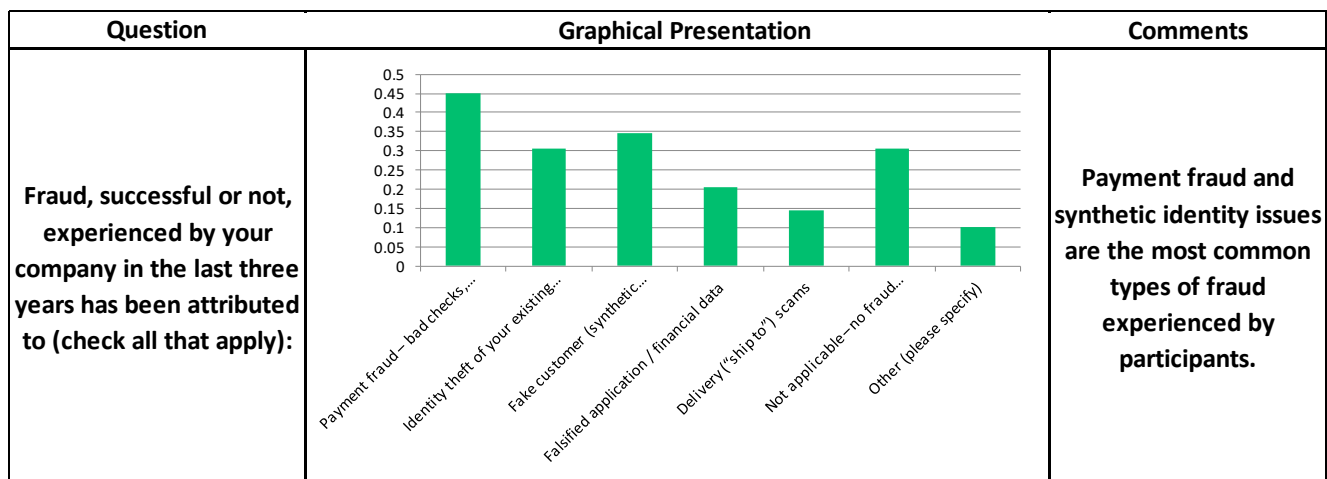
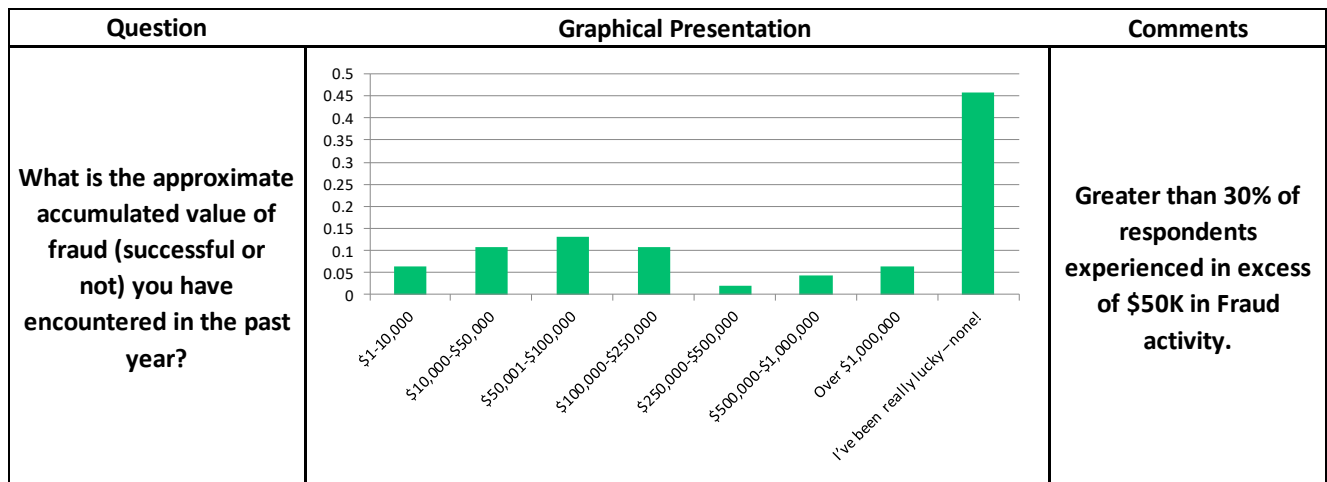
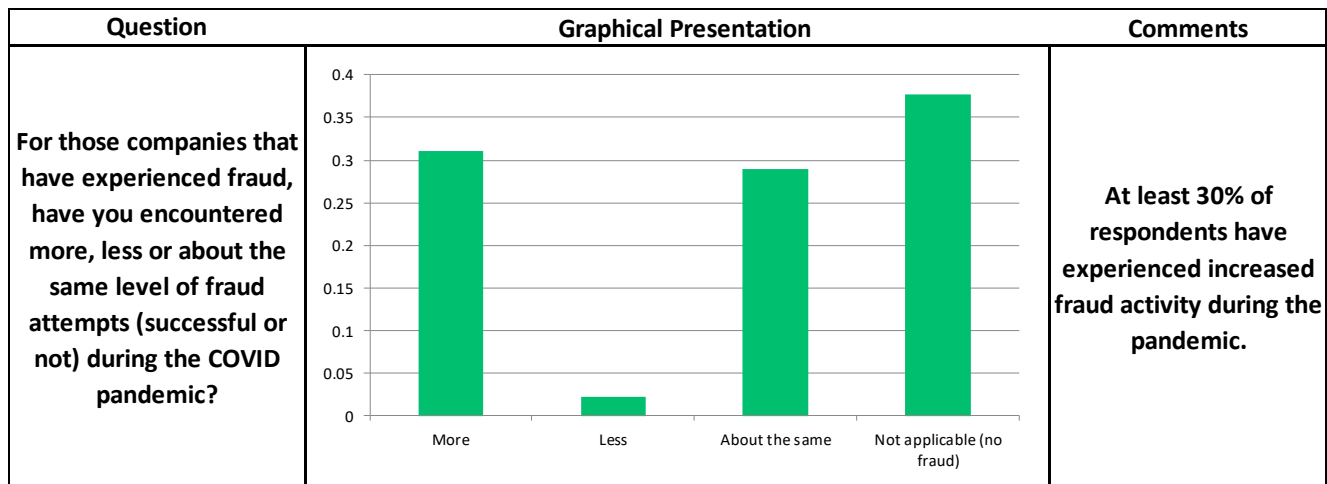
The following are highlights from this initiative:

- Over 50% of respondents are experiencing fraud.
- Fraud is expanding; more than 30% of respondents indicate increased activity over the past twelve months.
- Cumulative totals are increasing with a significant amount of fraud exceeding 5 figures (\$).
- With growing fraud activity, 90% of respondents indicate their organizations are taking increased measures in the prevention of fraud.

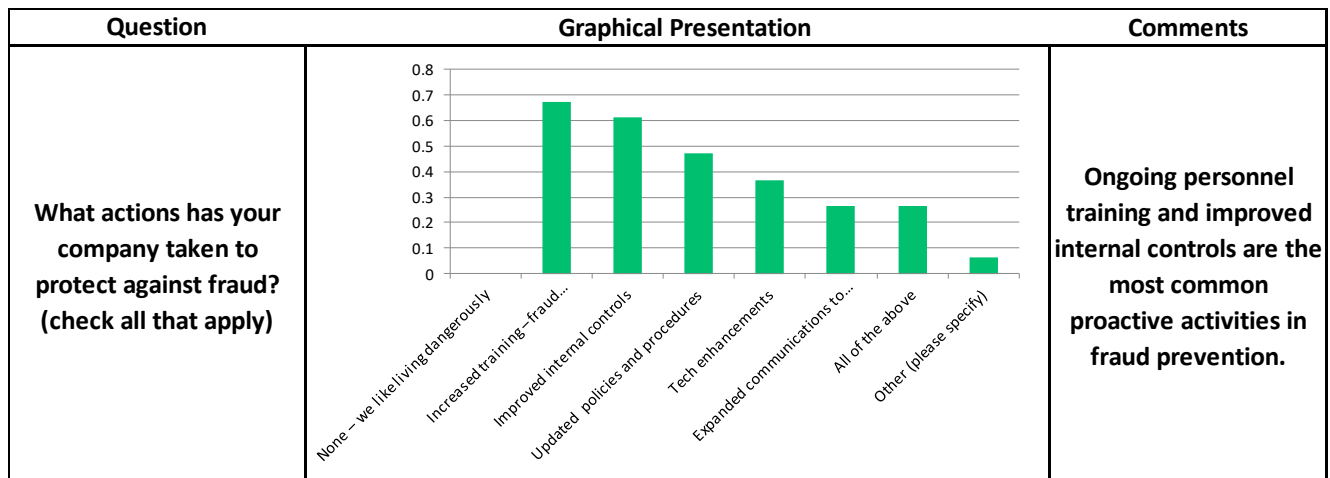
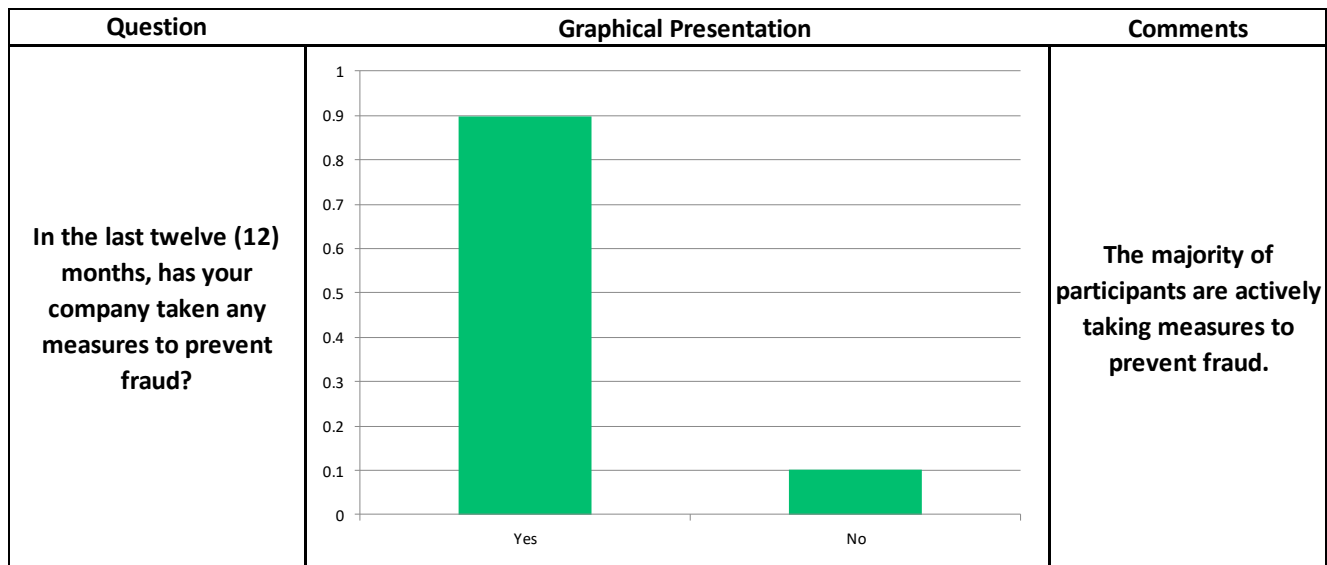
The following are selected responses from the survey:

Question	Graphical Presentation	Comments						
Has your company experienced fraud within the last twelve (12) months?	<table><caption>Survey Data: Has your company experienced fraud within the last twelve (12) months?</caption><thead><tr><th>Response</th><th>Percentage</th></tr></thead><tbody><tr><td>Yes</td><td>~58%</td></tr><tr><td>No</td><td>~42%</td></tr></tbody></table>	Response	Percentage	Yes	~58%	No	~42%	The majority of respondents indicated they have experienced fraud in their operations.
Response	Percentage							
Yes	~58%							
No	~42%							

FRAUD DURING COVID-19 (CONTINUED)



FRAUD DURING COVID-19 (CONTINUED)



Final Thoughts

This survey highlighted the increase in fraud activity since the beginning of COVID-19. It reveals that the impacts are non-discriminating and affects all industries and company sizes. What is clear is that fraudulent activity is growing, accelerating in both size and speed, and negatively impacting the credit/accounts receivable function.

The Credit Research Foundation extends a continued ***“thank you”*** to all who provided data for this initiative and will continue to provide educational materials on this topic.





\$50 prepaid debit card to the member referring the applicant hired!

BCMA / WCA is looking for an administrative assistant for its newly opened Appleton, WI office.

The candidate should have;

- An outgoing personality;
- Small office experience;
- Superior communication skills;
- Great organizational skills with attention to detail;
- The knowledge of what great customer service means and how to provide it;
- Competence with Microsoft Office programs;
- Marketing experience would be beneficial, but not required;
- Meeting planning experience could also be very beneficial, but not required;
- Past experience in Business to Business credit and collections would be helpful but not required.

This is a 25-35 hour M-F, in office, position with flexibility.

The association provides vacation and holiday pay, but does not offer health insurance.

Applicants are encouraged to forward their resume to resumes@wcacredit.org for consideration.

Members are asked to pass the word to family, friends and acquaintances to earn the **\$50 prepaid debit card for referring the applicant hired!** All others will have our sincere thanks and appreciation for your support.

Lastly, we again thank all of you for using BCMA /WCA for your credit and collection needs.

The Business Credit Management Assn (BCMA) / Wisconsin Credit Assn is an equal opportunity employer

Wayne J Crosby CCP, CPC X224

President & COO

Membership
 Director of Professional Service Firm
 Solutions
 Resume Referral Services
 Employment & Outsourcing Services
 International & Industry Group Administrator

Darryl Rowinski CCP, CPC X222

CEO

Membership
 Director of Professional Service Firm
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BCMA HQ
 PO Box 510157
 New Berlin WI 53151-0157

Gail Venne, X223

Credit Reporting
 Industry Group Administrator

Chrys Gregoire X221

Administrative Support
 General Questions or Information
 Data Transmissions Group Services
 Communications
 Credit Reporting

Patty Hughes X227

Recovery Specialist
 Credit Reporting

**CONTACT US**

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 Web: www.wcacredit.org



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

Board of Directors

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Stu Sturzl, CCP, CPC

Barry Elms

Need credit card payment solutions for your business? Whether large or small, TSYS has the customized solutions to 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](#)
- ◆ [Business Credit Intelligence](#)
- ◆ [Mountain States Commercial](#)
- ◆ [NACS Credit Services, Inc.](#)
- ◆ [SWB Credit Services](#)

TSYS Merchant SolutionsSM



UPCOMING INDUSTRY CREDIT GROUP MEETINGS

JUNE 15, 2021

Regional Paper & Packaging Industry Credit Group
Book of Reports

Building & Construction Materials Credit Group
TBD

JUNE 16, 2021

Minnesota Electrical Suppliers Credit Group
Brooklyn MN

Food Service Supply Hospitality Industry Credit Groups
TBD

JUNE 17, 2021

Construction Industries Credit Group
Teleconference Call

JUNE 18, 2021

IL Fine Paper Industry Credit Group
TBD

JUNE 21, 2021

Western Electrical Suppliers Industry Credit Group
Teleconference Call

No Meeting this month

Minnesota Fine Paper Credit Group
Metals & Industrial Suppliers Credit Group

JUNE 8, 2021

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

JUNE 9, 2021

Plumbing & Heating Industry Credit Group
TBD

Iowa Plumbing Heating Electrical & Construction Industry
Credit Group
Teleconference Call

JUNE 11, 2021

Electrical Suppliers Industry Credit Group
TBD

BCMA

Business Credit
Management Association

Education Events

June 10 | 3:00-3:45 PM

“ICE Breaker Webinar ~ “Export Resources for
Women & Minority Owned Businesses”

June 16, 2021 | 9:00 –10:00 AM

“Credit Decision Making” Webinar

July 20, 2021 | Time TBD

“How the Credit Department can Damage Its
Relationship With Sales” Webinar

August 25 2021 | Time TBD

“Common Mistakes Made In The Credit
Department” Webinar

October 14 | 9:00 –10:00 AM

“How To Increase Sales Without Increasing Risk”
Webinar

CHECK OUT OUR [CALENDAR](#) FOR MORE UPCOMING EVENTS.

YOU CAN TRUST THE ASSOCIATION TO ASSIST IN [COLLECTION RECOVERY](#) FROM YOUR
DEBTORS ANYWHERE IN THE WORLD.