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International Credit Executives Group

*Administered by Wisconsin Credit Association, Inc.*

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## MEETING NOTICE

DATE: Friday, May 10, 2019  
PLACE: Hilton Garden Inn Milwaukee Park Place | 414.359.9823 |  
[Website](#)  
11600 W Park Place, Milwaukee WI 53224

## MEETING AGENDA

8:30 AM Registration & Buffet Breakfast  
9:00 – Noon Welcome, Announcements & Presentation  
12:00 PM Adjourn (Lunch on your own)

## INTERNATIONAL CREDIT & COLLECTION STRATEGIES

We'll examine a variety of Credit & Collection strategies that exporters can use to evaluate global credit risks and ultimately GET PAID! Behind every great Sales person is a great Credit team!

The mighty credit team must review the customer application and determine their credit worthiness, as well as assess the political and economic risk involved. What to do, what to do: Require payment in advance OR sell open account?

We'll hear about a variety of tools to use and respective company credit policies that have worked for our credit pros when establishing credit lines, deciding whether to require a letter of credit and/or whether to purchase credit insurance and much more. Many factors are evaluated when determining the appropriate payment terms, and many payment alternatives are available. Let's hear about them!

The best credit decisions do not always result in being paid in full or paid on time, however. In these situations, collection efforts are necessary. We'll discuss different collection procedures, negotiations and payment plans, to name a few.

Lastly, we will discuss bad debts that may exist due to bankruptcy, ownership change, and the like. In many cases, Compliance, Legal or other Departments within your company will need to be involved whether things go as planned or not!

WE WANT TO HEAR FROM YOU TOO! We want this to be a highly, interactive session. Bring your best practices (or concerns) for discussion at this meeting.

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Attendance at the ICE Meetings is open to others from your company. Please make this notice available to everyone that will benefit. Business casual is appropriate for this meeting. Questions, please contact Dianna at 262.827.2880 Extension 225 [diannar@wcacredit.org](mailto:diannar@wcacredit.org). Detailed directions will be provided with confirmation to attendees.

**RESERVATION FORM**  
**INTERNATIONAL CREDIT EXECUTIVES GROUP**  
**Friday, May 10, 2019**

**Registration Form Also Available Online at**  
<http://www.wcacredit.org/ICEReservationFormMay.html>

**Meeting Fees:** EVERYONE FROM ICE GROUP MEMBER COMPANY: \$60 PER PERSON  
ALL OTHERS: \$95 PER PERSON  
Fees include morning meeting, handouts, refreshments and buffet breakfast

COMPANY: \_\_\_\_\_ ADDRESS: \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_  
Email \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_  
Email \_\_\_\_\_

List here any topics you would like Chris to discuss during his presentation: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please attach additional attendee names and contact information as needed.

**☺ MEETING REFRESHMENT BREAK SPONSORSHIPS NOW AVAILABLE**

That's right, for a \$100 sponsorship, you'll be acknowledged at the meeting during announcements, signage at the tables and in the ICE Meeting Announcement! If your company is looking for visibility and want to market to a good cause—ICE is the place to be! An in-kind donation to the ICE Group Scholarship Fund will be made for the value of your sponsorship.

I wish to sponsor the next available ICE Meeting Refreshment Break. Please contact me for payment instructions and meeting date of our sponsorship. Name to appear on all printed material \_\_\_\_\_  
Individual's Name \_\_\_\_\_ Phone \_\_\_\_\_  
Thank You!

PLEASE RETURN YOUR RESERVATION FORM NO LATER THAN MAY 3, 2019. A 72-HOUR CANCELLATION NOTICE IS REQUIRED AS RESERVATIONS ARE CONFIRMED AND GUARANTEED TO THE MEETING FACILITY. SORRY, NO REFUNDS OR CREDIT ALLOWED FOR NO-SHOWS OR CANCELLATIONS AFTER MAY 6. SUBSTITUTIONS PERMITTED--PLEASE CONTACT WCA.

**PAYMENT INFORMATION FOR MEETING**

Invoice my company \$ \_\_\_\_\_ (ICE & WCA Members Only. All Other Are Required to Pay in Advance)

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

Please charge my/our registration fee(s) for \$ \_\_\_\_\_.

I have indicated the total to be charged and have completed the information below. If multiple attendees require individual charges, a separate registration is required for each person.

NAME (as it appears on credit card): \_\_\_\_\_ PHONE \_\_\_\_\_

ADDRESS (as it appears on credit card bill): \_\_\_\_\_

CITY \_\_\_\_\_ STATE: \_\_\_\_ ZIP \_\_\_\_\_

EMAIL ADDRESS (for confirmation): \_\_\_\_\_

Type of Credit Card Presented:  VISA  MASTER CARD  DISCOVER  AMERICAN EXPRESS  
CREDIT CARD # \_\_\_\_\_ EXPIRATION DATE: \_\_\_\_\_ CVV CODE: \_\_\_\_\_

QUESTIONS: Please call Dianna Rowinski, 262.827.2880 X225 | [diannar@wcacredit.org](mailto:diannar@wcacredit.org)  
RETURN TO: Wisconsin Credit Association Inc  
15755 W Rogers Dr Suite 200 | PO Box 510157 | New Berlin WI 53151-0157  
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