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## INTERNATIONAL CREDIT EXECUTIVES GROUP MEETING NOTICE

Date: **Tuesday, November 14, 2017**

Place: Italian Conference Center of Milwaukee | [website](#)  
631 E Chicago Street, Milwaukee, WI | 414.223.2800

Time: 8:00 AM	Registration & Refreshments   Visit & Bid on Silent Auction Items
9:00 AM	Welcome Announcements & Nomination of Officers Morning Program
12:00 PM	Lunch & Bid on Ugly Auction Items
1:15 PM	Afternoon Program
3:00 PM	Adjourn meeting   Award Winning Auction Bids

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In the morning: ***Orchestrating a Symphony of International Credit and Sales***

Credit and sales are often in direct conflict within an organization. This is especially true in the realm of international sales, where the risk level tends to be higher. The conflict can either complicate company sales growth and payment collections, or be developed in a healthy way that makes it a win-win for the organization. Guy Kwaterski, Director of Credit, and Paul D'Alberto, Vice President International Sales, will be starting off the morning ICE program in an international credit and sales point-counterpoint session, giving examples of how their positive working relationship has developed to help grow overall international sales, while achieving each of their separate departmental goals at The Vollrath Company. They will be followed by Nancy Ebben, Director of International Finance for Oshkosh Truck, and her international sales counterpart, explaining how their company's organizational structural combines their functions within the same department to successfully make long-term deals happen while minimizing collection risk. Wendy Gulzad, Director of International Sales for National Presto Industries, will also be sharing her experience in cultivating relationships of trust with company credit professionals that have differing perspectives and experience with international sales and collections.

In the afternoon: ***Walking the Tightrope as a Credit Manager:  
Growing Your Conversational Intelligence (C-IQ)***

Engage in a lively session with Therese Heeg, Executive Coach and Professional Speaker, about how you can understand yourself and others better in order to move your work forward. In this interactive workshop, Therese will show you how to build your Conversational Intelligence, navigate difficult conversations, manage high emotions and meet your goals - all without losing a customer. You will leave the workshop with leading edge tools and techniques to build your ability to influence others in the best interest of your organization.

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In addition, throughout the day, during registration and breaks, you'll have a chance to bid on unique merchandise donated by our member companies at the annual **ICE Group Silent Auction** to benefit the ICE Group International Studies Scholarship Fund. We are asking everyone to bring a donation or send one in advance to help fill the tables. Help to make this year's auction another success! All proceeds will be used to fund the Scholarship Fund. We cannot continue this mission without your support! No donation is too small.

Please note: Handouts will be emailed to all attendees 2 to 3 days prior to the meeting. Please watch for that email. We ask that you bring copies to the meeting. Handouts will *not* be available at the meeting. If you do not receive the handouts in advance, contact WCA immediately.

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

**RESERVATION FORM or Register Online at [www.icewi.org](http://www.icewi.org)**

International Credit Executives Group - ICE

Meeting Date: Tuesday, November 14, 2017

**MEETING FEES:** ICE GROUP MEMBERS & OTHERS FROM THE ICE MEMBER COMPANY: \$60 PER PERSON  
ALL OTHERS: \$195 PER PERSON  
Fees include full-day meeting, handouts, refreshments and lunch  
A confirmation of your registration will be sent with directions to the facility

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

Check if your company is an ICE Group Member

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

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

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

Please attach additional attendee names and contact information as needed.

List a question or challenge you want brought up during open discussion. We'll see if others at the meeting can offer a solution or answer \_\_\_\_\_

**☺ SILENT AUCTION TO BENEFIT THE ICE GROUP SCHOLARSHIP FUND**

You can help to make this 17<sup>th</sup> annual silent auction a success with a donation! Be it "Good Stuff" (of international origin), "Bad Stuff" (domestic origin) or "Ugly Stuff" (disguised in a wrapped package)...all proceeds will be used to fund the ICE Group International Studies Scholarship Fund! And of course, you need to be there to make it happen. Bring U.S. dollars (checks & credit cards gladly accepted), and have fun supporting this great cause.

**YES I plan to donate to the auction**

**YES, I plan on attending the meeting too!**

**Description of donation & value (if known)** \_\_\_\_\_

If not known, please contact WCA when you do know, 262.827.2880 Dianna @ Extension 225

**Method of delivery:**

**I will bring it to the meeting before 8:00 AM or**

**I will get it to the Association before Nov 8**

Please return your reservation form no later than **November 7**. **Sorry, no refunds or credit allowed for no-shows or cancellations after November 7**. Substitutions permitted—please contact WCA.

**PAYMENT INFORMATION FOR MEETING**

Invoice my company \$ \_\_\_\_\_ (ICE, WCA Members Only. All Others 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): \_\_\_\_\_ Direct Phone # \_\_\_\_\_

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

CITY (as it appears on credit card): \_\_\_\_\_ STATE: \_\_\_\_ ZIP (9 digits if on statement): \_\_\_\_\_

YOUR 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 or [diannar@wcacredit.org](mailto:diannar@wcacredit.org)

RETURN TO: Wisconsin Credit Association Inc or Fax to 262.827.2899

15755 West Rogers Dr Suite 200 | PO Box 510157 | New Berlin WI 53151-0157