



**Printing Industry Credit Conference**  
**September 14<sup>th</sup> – 16<sup>th</sup>, 2009**

## Preliminary Conference Agenda

(Topics and Times are subject to change prior to the conference)

### Monday, September 14th

8:00 am - 12:00 pm	<b>PICE &amp; PACE Executive Board Meeting (Board Members Only)</b>	
10:00 am - 5:00 pm	Conference Registration	
12:30 pm - 1:00 pm	<u>President's Welcome &amp; Introductions</u>	
1:00 pm - 3:30 pm	<b>PACE &amp; PICE Breakout Session</b>  The two groups will separate to have individual association meetings. <ul style="list-style-type: none"> <li>• Treasurer's Report</li> <li>• Membership Committee Report</li> <li>• Programs Committee Report</li> <li>• Reports &amp; Surveys Report</li> </ul>	
3:30 pm - 3:45 pm	PM Break	
3:45 pm - 5:15 pm	<b>Credit Risk Assessment Exercise</b> (Elements of scoring model / assigning scores) (Group activity)  <i>Members Will Work in Small Groups to Determine The Following of XYZ Company:</i> <ul style="list-style-type: none"> <li>• Top 5 Factors Used To Determine Credit</li> <li>• What Is The Companies Risk Level</li> <li>• What Is The Methodology For Computing Customer Credit Limit</li> <li>• What Would Be The Credit Limit The Group Would Extend</li> <li>• Each Group Will Present Findings To The Membership</li> </ul>	
6:00 pm - 7:00 pm	Welcome Reception	

## Tuesday, September 15th

8:00 am - 5:00 pm	<b>Conference Registration</b>	
8:30 am - 9:00 am	<b>Continental Breakfast</b>	
9:00 am - 10:30 am	<p style="text-align: center;"><b>Collection Agency Panel</b></p> <p style="text-align: center;">Representatives from collection agencies will be address questions from the floor and question submitted prior to the meeting.</p> <ul style="list-style-type: none"> <li>• ABC-Amega, Inc. - Al Steinhart</li> <li>• Biehl &amp; Biehl - William Biehl</li> </ul>	
10:30 am - 10:45 am	<b>AM Break</b>	
10:45 am - 12:30 pm	<p style="text-align: center;"><b>Coping with Stress and Time Management</b> Presented by: Bob Shultz - Quote to Cash Solutions (Q2C)</p> <p>Credit professionals are in the middle of today's troubled business environment. There is more to do and higher expectations than ever before. This combined with the current financial crises and personal demands leads to high stress levels that can have dangerous consequences.</p> <p>There are effective techniques that can be employed to manage stress levels and time demands. This interactive presentation will cover a range of relevant topics and provide "take away: specifics. Participants will be encourages to share ideas about what works for them.</p> <ul style="list-style-type: none"> <li>• What is stress?</li> <li>• What are the dangers of stress?</li> <li>• Techniques you can employ to manage stress.</li> <li>• Techniques to manage time and reduce stress: <ul style="list-style-type: none"> <li>• Prioritize your workload effectively</li> <li>• Manage information efficiently</li> <li>• Work smart</li> <li>• Manage meetings, don't let meetings mange you</li> <li>• The silent killer: Procrastination</li> <li>• Effective goal setting</li> <li>• Manage Interruptions</li> <li>• Manage your boss</li> <li>• Manage your calendar</li> </ul> </li> </ul>	
12:30 pm - 1:30 pm	<b>Lunch</b>	
1:30 pm - 3:00 pm	<p style="text-align: center;"><b>Legal Side of Credit</b> Find out what the latest with Suits, Liens, Personal Guarantees, Credit Application and More.</p> <p style="text-align: center;"><b>Presented by: Lowenstein Sandler PC</b></p>	
3:00 pm - 3:15 pm	<b>PM Break</b>	
3:15 pm - 5:00 pm	<p style="text-align: center;"><b>Banking Side of Credit</b> Presented by: TBD</p> <p style="text-align: center;">Presentation on extension of credit, current climate of extending credit.</p>	
6:00 pm - 9:00 pm	<b>Dinner Reception / Group Activity</b>	

## Wednesday, September 16th

8:00 am - 12:00 pm	<b>Conference Registration</b>	
8:30 am - 9:00 am	<b>Coffee Service</b>	
9:00 am - 12:00 pm	<b>Open Forum</b> <b>(Moderated by: Carlla Rose - Apex Business Systems)</b>  Share information and ideas on mutual problems in a relaxed, informal setting. This popular forum focuses on a variety of topics, both compiled prior to the meeting, and spontaneous from the floor. If you think you're the only one facing a particular problem, you will probably find you're not alone!	
11:30 am - 12:00 pm	<b>Closing Comments</b>	