



**Printing Industry Credit Conference**  
**March 24th – 26th, 2010**

## Conference Agenda

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

### Wednesday, March 24th

8:00 am - 12:30 pm	<b>PICE &amp; PACE Executive Board Meeting</b> (PACE - 8:00am - 10:00am Sonora D-1) (PICE - 9:00am - 12:00PM Sonora D-2)	
10:00 am - 5:00 pm	<b>Conference Registration</b>	
1:00 pm - 1:30 pm	<u><b>President's Welcome &amp; Introductions</b></u>  PICE - Franco D'Orazio - E. Aaron Enterprises, Inc. PACE - Lynn Watkins - Highland Computer Forms	<b>Salon I</b>
1:30 pm - 2:30 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>	<b>Salon I - PICE          Senora D - PACE</b>
2:30 pm - 2:45 pm	<b>PM Break</b>	<b>Salon I</b>
2:45 pm - 5:00 pm	<b>Bankruptcy Update</b> Presented by: <i>Mary Seymour - Lowenstein Sandler</i>  Learn about the latest Bankruptcy laws, 20 day priority claims, preferences, preferentials, ordinary course of business, pre packaged variations - what to look for, what if it does not happen, recourse options, already filed - now what? and what to expect based on the current economy.	<b>Salon I</b>
6:00 pm - 7:00 pm	<b>Welcome Reception</b>	<b>Sonora D</b>

## Thursday, March 24th

8:00 am - 5:00 pm	<b>Conference Registration</b>	
8:30 am - 9:00 am	<b>Continental Breakfast</b>	<b>Baja Loggia</b>
9:00 am - 12:00 pm Break 10:15am - 10:30am	<p style="text-align: center;"><b>Negotiating Tips and Strategies</b> Presented by: <a href="#">Jessica Butler - Attain Consulting Group</a></p> <p>Successful negotiations start with the proper preparation. This session provides tips &amp; strategies for achieving success in negotiations with customers, suppliers, and even people in your own company. Provides insights on how to deal with negotiation as joint problem solving that can help strengthen a relationship. Helps you better prepare for negotiation sessions, using a "negotiation checklist" and thinking through likely objections. Provides tips to sharpen your verbal and non-verbal communications skills and deal with difficult people. Helps you identify words to use/avoid and to assure you know what to do when someone says "no".</p> <p>Jessica will share practices and guidelines she has developed while working with clients from many industries.</p>	<b>Sonora D</b>
12:00 pm - 1:30 pm	<b>Lunch</b>	<b>Baja Loggia</b>
1:30 pm - 3:00 pm	<p style="text-align: center;"><b>Credit Risk Assessment Exercise</b> (Elements of Making Good Credit Decisions) (Group Activity)</p> <p><i>Members Will Work in Small Groups to Determine The Credit Worthiness of Fictitious Companies and or Real Life Company Reviews:</i></p> <ul style="list-style-type: none"> <li>• 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> </ul>	<b>Sonora D</b>
3:00 pm - 3:15 pm	<b>PM Break</b>	<b>Sonora D</b>
3:15 pm - 5:00 pm	<p style="text-align: center;"><b>Opportunity for Success</b> Presented by: <a href="#">Clay Clark - Make Your Life Epic</a></p> <p>Credit professionals are living in today's fast changing business environment. Credit professionals are expected to take on more responsibilities than ever before. Combine this with the current economic risks, professional demands and personal demands and it leads to extreme challenges for credit professionals.</p> <p>Clay will help prepare you to facing and overcoming extreme challenges to help you succeed.</p>	<b>Sonora D</b>
5:45 pm - 9:00 pm	<b>Dinner Reception / Group Activity</b>	<b>Meet in Hotel Motor Lobby</b>

## Friday, March 26th

8:00 am - 12:00 pm	Conference Registration	
8:30 am - 9:00 am	Coffee Service	Sonora D
9:00 am - 12:00 pm	<p><b>Open Forum</b> (Moderated by: <a href="#">Joanne Marini</a>, <a href="#">Pat Rydzik</a>.)</p> <p>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!</p>	Sonora D
11:30 am - 12:00 pm	Closing Comments	Sonora D

# MEETING AND EVENT MAP

