

A Summary of our Past Conference!!!

Printing Industry Credit Executives, Inc.



The Program

- Bankruptcy Update
- Negotiating Tips and Strategies
- Twelve Success Principles and Stress Management
- [Conference Pictures](#)

Next Meeting

Printing Industry Credit Conference

September 20-22, 2010

Hotel Allegro
171 West Randolph St
Chicago, IL 60601

[Hotel Information](#)

Read these two articles to **justify the costs** of attending PICE Conferences

- [Penny Wise and Pound Foolish](#)
- [Credit Group Participation ROI](#)

We Need Your Help

Please let us know of any companies you think would be a good fit to join PICE.

Send any and all credit reference requests you receive to:

agcisupport@abc-amega.com
or fax to 716-878-0479

We will contact them to present the advantages of PICE membership.

Contact Us

Telephone: 716-878-2807
Email: agcisupport@abc-amega.com

A Message From Our President

Dear Fellow PICE Members,

It was terrific seeing you at the Spring Conference in Scottsdale. Besides the weather being just perfect I thought we had one of our best educational programs since I have been a member. I just wanted to pass along some reminder highlights that I think make our conferences a "must attend".

Lowenstein Sandler came through again with a Bankruptcy Update that focused specifically on current trends that include not only Reorganization but Liquidation. They compared traditional plans vs. these Prepackaged Plans that we are seeing more and more of. They included discussions on why we are seeing these changes and how it effect unsecured creditors. Since the presentation I have personally implemented some changes within my department that hopefully will improve my chances of getting paid.

We also had a great session with Jessica Butler of Attain Consulting on Negotiations. She definitely had a different perspective than most people. She provided insight on joint problem solving and how to speak to people in a manner that gets results. We actually began using her process later in the conference and agreed that it absolutely works.

Our Credit Risk Assessment Exercise was a big hit with the attendees. The individual groups brainstormed using all levels of credit experience to come up with solutions to safeguard their receivables. In the end we saw some creative solutions which members took home with them.

Our final professional session was with Clay Clark who helped us sit back and look at the extreme challenges we face today, how to overcome them and how to succeed by just being smart about it.

Our Open Forum, an attendee favorite, had no boundries. Our members brought up everything that was giving them pain, and through idea sharing, were presented with different methods and alternatives that have worked for others.

I cannot express the importance of these programs and how they continually help members improve themselves and their departments. I met some new members, some 1st time attendees and renewed some relationships with regular attendees. I have updated all of you in my networking contact list. I look forward to seeing everyone at our upcoming Chicago meeting in September.

Franco R. D'Orazio
PICE President

****Remember to respond to the A/R Requests
List Each and Every Day.****

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