

The Creditline

July 2018

2018 - 2019 Officers and Board

President

Debora Diamond-Burt, CCE, CICP
Schnitzer Steel Industries, Inc.
503.721.5660

Vice President

Teresa Silva, CCE
Simple Sums Accounting PLLC
971.388.6016

Secretary

Melanie Etzel, CCE
Cascade Nut and Bolt
503.375.6445

Treasurer

Julie Gieber
OrePac Building Products
503.685.5475

1-Year Directors

Kathy Hamilton, CCE
SAIF Corporation
503.373.8459

Michelle Turner

Schnitzer Steel Industries
503.415.7901

2-Year Directors

Melissa Garcia
Bridgewell Resources LLC
503.872.3423

Ashlee Minty, CBA

Northwest Natural Gas Co.
503.504.8506

Chairman of the Board

Yvonne Prinslow, CCE
Hampton Lumber Sales
503.203.6495

National CFDD Area Director— Oregon

Yvonne Prinslow, CCE
Hampton Lumber Sales
503.203.6495

CFDD Liaison

Clara Nemeth, CCE, CGA
NACM Commercial Services
971.230.1144



"Challenge Yourself—Thrive to be the best you can be!"

"Revenue Recognition"

Thursday, July 12, 2018

Meeting Location: DoubleTree Lloyd Center
1000 NE Multnomah
Portland, Oregon

Enter parking lot from either NE 9 or NE 11 Ave., south of Multnomah Max Line stop: Lloyd Center.

Professional Networking and Social Time—5:30 to 6 p.m.

Meeting starts at 6 p.m.

Cost: \$35 Members

Program: Revenue Recognition by Clifford Fan and Ian Nelson, Pricewaterhouse Coopers

In May 2014 the FASB and IASB released a final standard on how companies should account for revenue. The new standard, which replaces nearly all existing US GAAP and IFRS guidance, is effective for most public companies in January 2018 and 2019 for private companies. PwC's presentation will highlight some of the changes, challenges, and benefits of the new standards as well as provide some insight into what this may mean for businesses moving forward.

Presenters:

Clifford Fan - Clifford Fan is an Assurance Manager in the Portland office, with over 7 years of experience in providing audit services in the Pacific Northwest area to primarily manufacturing, utility companies, government and quasi-government entities. Clifford has a Master of Accounting degree from the University of Oregon. Before he came to the United States, he worked in PwC China (Shanghai office) for 3 years.

Ian Nelson - Ian is currently a Senior Associate within PwC's Core Assurance practice in the Portland, OR office. Ian primarily works on CIPS clients, spending the majority of his time working within Industrial Products and the Food Processing sectors, including reviewing and auditing various revenue and A/R business processes for both private and public companies in the Portland, OR area. Ian has a bachelor degree in both accounting and marketing from Oregon State University.

Dinner Menu will include:

Caprese Salad with Olives, Grape Tomatoes, Mozzarella Balls, Basil Chiffonade & Golden Balsamic Vinaigrette, Seasonal Fruit Salad, Chicken Parmesan with Tomato Basil Sauce, Chef's Seasonal Vegetables, Rolls & Butter, Chef's Choice Dessert Coffee, Decaffeinated Coffee, & Tea

Please contact Teresa Silva, CCE at teresa@simplesums.com if you have any dietary restrictions to request a substitution to the regular menu at least 2 days prior to the meeting.

Program Cancellation Policy:

Please RSVP and provide cancellation to the Calling Committee's email about each CFDD meeting by 5 p.m. the Friday before the monthly educational meeting. Or contact Ashlee Minty, CBA 503.504.8506 or ashlee.minty@nwnatural.com.

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Monthly Raffle

Remember your checkbook or cash for our monthly raffle! All proceeds directly benefit our scholarship program.



\$2 for 1 ticket

\$5 for 3 tickets

Camping & Water Fun



We are asking for donations. Some ideas of items include: sunscreen, squirt guns, beach towels, flashlights, water bottle, smores, outdoor sports, garden and bbq items, sand buckets, corona, lemon, bottle opener, mosquito repellent, trail mix/bars, water floaties, floating beer koozies

Contact Melissa Garcia with donations or questions at mgarcia@bridgewellres.com.



Also a big **THANK YOU** to the Basket participants from June: NACM Northwest, Schnitzer Steel, Hampton Lumber, Pacific Arch. Wood Products, Columbia Steel & Simple Sums



Member Birthdays - July

| | |
|----------------------|---------|
| Julie Gieber | July 1 |
| Liz Simich | July 2 |
| Yvonne Prinslow, CCE | July 7 |
| Heather Talbert | July 10 |
| Ashlee Minty | July 11 |
| Pamela Price | July 12 |
| Ruth Moehnke | July 20 |

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July 2018

President's Message

Hello Portland Chapter,

I hope everyone is enjoying their summer and has great plans to relax and enjoy personal time. I want to thank Teresa Silva for her presentation "Financial Foolery" at our June meeting. This program was very useful and clarifying. She provided tips for reviewing a company's financial statement and areas in the financial statement to pay attention to, as well as trends and changes in the key areas that are explained in the notes.



It was an honor to represent Portland CFDD at Credit Congress in Phoenix, Arizona this year! The Conference was VERY exciting and offered so many educational sessions that it was often difficult to choose which one to attend. The classes offered included topics on international business, legal issues, technology, management, self-improvement and more. The opening session was absolutely wonderful. It was given by Curt Steinhorst, author of the book "Can I Have Your Attention". He spoke ways to separate yourself from the needs of work and family in order to gain focus on your own needs. He had us in stitches, but provided us with some real life examples that we could relate to and utilize in our daily lives. The classes at the conference provided us with some great ideas for educational topics that we can look into.

We will be having an education planning meeting on July 9th at 5:30pm, at NW Pump. All members are welcome.

At the CFDD Luncheon, CFDD Portland was again successful with award recognition at the CFDD Luncheon. Our chapter was awarded two National Awards at the Class "A" Membership level: Publicity, and Monthly Program. Additionally, Portland chapter members received CFDD National Scholarships – Barbara Davis, CCE; Brett Hanft, CBA; Melanie Etzel, CCE; Mark Teeter, CCE, CICP; and Lori Jones CCE. Congratulations to all of you!!!

The new board for the 2017-2018 year was also installed at the CFDD Luncheon. Brett Hanft, CBA, was elected and installed to serve as CFDD National Vice-Chairman Membership – Education & Chairman Elect. for the coming year. Congratulations Brett on becoming a CFDD National Officer!!

The Distinguished Member Award (DMA) nominations will be held this month. You will find the form included in this issue of the Creditline. If you know of someone that you feel has gone above and beyond for our Portland chapter, I strongly encourage you to nominate them. This is a huge honor and we want to ensure that we recognize those that have given freely of their time and efforts for this great organization. Please submit your nominations to DMA Chair, Yvonne Prinslow CCE, by August 15.

Have a safe and Happy Summer!!

Debora Diamond-Burt, CCE, CICP
CFDD Portland Chapter President

From CFDD National

Congratulations CFDD Portland Chapter members!!

Once again, your chapter membership was recognized for Outstanding Achievement at the annual CFDD Installation & Awards Luncheon held during NACM's Credit Congress a few weeks ago.



Distinguished Member Achievement (DMA) Award – Class A Membership:

Yvonne Prinslow, CCE, Hampton Lumber Sales

Outstanding Publicity – Class A Membership:

CFDD Portland Chapter

Outstanding Monthly Program -- Class A Membership:

CFDD Portland Chapter

It's evident you consistently bring an unsurpassed level of education, networking, leadership development, mentoring, and professional growth to your chapter membership. Well done!!

Additionally, the following CFDD Portland Chapter members earned CFDD National Scholarship Awards in two categories:

2019 Credit Congress Scholarship Award Recipients:

- Barbara Davis, CCE
- Melanie Etzel, CCE
- Brett Hanft, CBA
- Mark Teeter, CCE, CICP

2018 CFDD National Conference Scholarship Award Recipients:

- Lori Jones, CCE

The annual CFDD National Conference will be held in Charlotte, North Carolina on Thursday, September 13th and Friday, September 14th at the Doubletree Suites by Hilton, Charlotte – Southpark. The conference committee is very busy working to organize and confirm a top notch educational conference for all attendees. Additional details will follow as the program content is finalized.

Remember, a second CFDD National scholarship offering is now available to the entire CFDD membership for the very first time! I highly encourage you to apply for a scholarship to help you progress towards achieving your professional educational and designation goals. Scholarship dollars are available to be awarded. The upcoming deadline to submit completed CFDD National Scholarship application forms is July 15th.

As always, if you have questions or concerns you'd like me to address with the CFDD National Board, please reach out to me at hanft@lumber.com or 503-520-5451.

Regards,

Brett Hanft, CBA
CFDD National
Vice Chairman Membership & Publicity

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May Treasurer's Report

Total beginning balance of Restricted and Unrestricted Funds

Unrestricted Funds

| | |
|--------------------------------------|------------|
| Beginning balance as of May, 1, 2018 | \$6,485.29 |
| Income | \$867.15 |
| Expenses | -\$342.50 |
| Ending balance as of May, 31, 2018 | \$7,009.94 |

Restricted Funds

| | |
|--------------------------------------|------------|
| Beginning balance as of May, 1, 2018 | \$4,948.73 |
| Income | \$3,545.07 |
| Expenses | \$0.00 |
| Ending balance as of May, 31, 2018 | \$8,493.80 |

Total ending balance of Restricted and Unrestricted Funds \$15,503.74

Breakdown of Accounts

| | |
|------------------------------------|-------------|
| Unitus 1 Share Deposit | \$5.02 |
| Checking Account Balance | \$10,633.62 |
| Outstanding Checks | \$0.00 |
| Money Market Account Balance | \$4,865.10 |
| Ending Balance as of May, 31, 2018 | \$15,503.74 |

Upcoming Programs

- August- Team-Up Mini Challenge with Jason & Amy Torf
- September- Sales Tax Update Tips & Tricks/How to manage states by Kathleen Victoria, CCE



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2017-2018 CFDD Portland Chapter Audit Committee Report

Audit Committee Members:

Yvonne Prinslow, CCE Hampton Lumber Sales
Debora Diamond-Burt, CCE, CICIP Schnitzer Steel Industries
Barbara Davis, CCE, Northwest Pump & Equipment Company

The Audit Committee met June 25, 2018 to review the financial records of the CFDD Portland Chapter for the 2017-2018 fiscal year. The financial records of the Chapter were found to be in order with no monetary exceptions.

Respectfully submitted,

Barbara Davis, CCE
Northwest Pump & Equipment Company

Distinguished Member Award Honor a Member— Honor our Chapter

Do you have personal experiences with one of our chapter's members who have helped either you or other members of our chapter, as well as the credit profession? If so, take the time to formally recognize the positive impact of that individual on you and our chapter and nominate him/her for the CFDD Portland Chapter's 2018 Distinguished Member Award. The only way to be considered for DMA is to be nominated directly from our Portland Chapter membership. Please submit your nominations to Yvonne Prinslow, CCE - YvonnePrinslow@HamptonLumber.com, 2018 DMA Selection Committee Chairman. Please include a brief background on the individual(s) and the reasons why you feel he/she should be considered for this prestigious award. Nominations close August 15, 2015, so don't delay! A Nomination Form (next page) is included with this issue of the Creditline to make it even easier!



CFDD Vision Statement—

"The mission of the NACM Credit and Financial Development Division is to develop tomorrow's business leaders through core offerings."

CFDD Mission Statement—

"To be a leading provider of professional development opportunities through learning, coaching, networking, and individual enrichment."

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CFDD-Portland Chapter Distinguished Member Award 2018 Nomination Form

The 2018 DMA Selection Committee welcomes your nomination for individuals for this prestigious award. Our CFDD-Portland Chapter's Distinguished Member is chosen by a point system. The DMA Selection Committee reviews all nominations and interviews all nominees to ascertain the points each has earned. Your 2018 Distinguished Member(s) will be formally presented to the membership at our September Special Recognition Evening.

The maximum points possible include:

*Education: 15 points

*Work Experience: 10 points

*CFDD Local & Regional Participation: 75 points

More than one name may be submitted per Member. Prior DMA recipients are not eligible to receive this Award unless they have accomplished something particularly outstanding since their previous Award.

Any questions should be directed to Yvonne Prinslow, CCE at (503) 203-6495. Please fax or email this completed form to her no later than August 15, 2018, to fax (503) 291-5653. You can also email nominations to YvonnePrinslow@HamptonLumber.com

To: Yvonne Prinslow, CCE and the 2018 DMA Selection Committee:

I submit the following name(s) for our 2018 Distinguished Member:

The reason(s) I am nominating this person(s) is:

(Attach additional sheet(s) if necessary)

Submitted by: _____ Date: _____

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CFDD PORTLAND CHAPTER MONTHLY EDUCATIONAL MEETING MINUTES May 10, 2018

CALL TO ORDER: Debora Diamond-Burt, CCE 6:01pm

VIV Award Presentation: Brett Hanft, CBA

Kathy Linscott was awarded the VIV award, her husband and two daughters were in attendance. Brett gave a wonderful speech about Kathy and her many years of service and dedication to NACM and CFDD.

INTRODUCTIONS

Past Presidents in attendance

| | |
|--------------------------|-------------------------|
| Brett Hanft, CBA | 1995 – 96 and 2010 – 11 |
| Alice Campbell, CBF | 1997 – 98 |
| Cheryl Wahlberg Fox, CCE | 1998 – 99 |
| Charlene Gothard, CBF | 2004 – 05 and 2006 – 07 |
| Marilyn Rea, CCE | 2007 – 08 |
| Yvonne Prinslow, CCE | 2016 – 17 |

Lori Jones, CCE Lori is a dedicated past president from the Salem/Albany Chapter who recently returned to the Portland Chapter family.

NACM NW Board Members: Eve Sahnaw, CCE, Director,

NACM NW Foundation Board Members: Marilyn Rea, CCE Vice Chairman;

Teresa Silva, CCE, Treasurer

CFDD National: Brett Hanft, CBA. Vice Chairman – Member Services & Publicity

NACM/CFDD Liaison: Clara Nemeth, CCE NACM Northwest

Special Guests:

Zach Hawker – Credit Manager, DP Nicolai

BUSINESS MEETING: Approval of the April 12, 2018 meeting as presented in the Creditline.

Motion to approve, Brett Hanft, CBA. Second, Julie Gieber All in favor,

Motion carries.

Reports of Officers, Boards, and Standing Committees

- Treasurers Report - On the table
- Program - Melanie Etzel, CCE
 - May- Installation of Officers/Family Feud
 - June- Financial Statement Foolery by Teresa Silva, CPA, CCE
 - July- Revenue Recognition Changes 2018 – TBD
 - August- Team-Up Mini Challenge with Jason & Amy Torf
 - September- Sales Tax Update Tips & Tricks/How to manage states by Kathleen Victoria, CCE
 - October- TBD
 - November-TBD
 - December – Holiday Party
- Membership - Ruth Moehnke 62 members, welcome Zach Hawker, DP Nicolai, Jennifer Walsh, CCE and Lori Jones, CCE
- Scholarships - Kathy Hamilton
Reminder Dollars4scholars deadline May 31st
- Fundraising - Melissa Garcia
May – Spring Theme, June – Summer Fun, July – Camping Water Fun, August – Beat the Heat

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- Credit Retreat -Yvonne Prinslow
Huge success, raised \$2,562.62. We will be having one again in 2019, a one day event, join the committee.
- CFDD National - Brett Hanft, CBA – Vice Chairman – Member Services & Publicity
Credit Congress Announcement – Phoenix June 10-13, attend the CFDD luncheon on Tuesday June 12th.
May 2019, Denver – apply for a scholarship, to many dollars go unused.
CFDD National – Charlotte NC, September 13-14

ANNOUNCEMENTS:

CFDD National Conference is September 13-14 at Doubletree in Charlotte-South Park.
Committee signup sheets – in the Creditline – sign up

DINNER

INSTALLATION OF OFFICERS AND BOARD OF DIRECTORS – Brett Hanft

New 2018-2019 Board

- Chairman of the Board – Yvonne Prinslow, CCE
- President – Debora Diamond-Burt, CCE CICP
- Vice President – Teresa Silva, CPA, CCE
- Secretary – Melanie Etzel, CCE
- Director 1 year – Michelle Turner and Kathy Hamilton, CCE
- Director 2 year – Ashley Minty, CBA and Melissa Garcia
- Treasurer – Julie Gieber
- Yvonne presented Debora with her presidential plaque for her 2017/2018 service.

OUTGOING PRESIDENT'S REMARKS (Debora):

Debora spoke about the many success over the past year. Theme was "Challenge yourself, be the best you can be". We saw this reflected in the Credit Retreat, Monthly Fundraisers, and how the whole group pulls together to raise funds for our scholarship fund and support the members in continuing education in the credit field. First task for new year is to attend Credit Congress.

Please take advantage of what the chapter has to offer, we provided \$1,840 in scholarships and \$1,500 in our Dollars4scholars program.

Fundraising, earned \$800 from the Basket Fundraiser and \$400 from the Wine Wall, \$1,200 in other monthly raffles. Our top notch educational speakers and monthly programs.

INCOMING PRESIDENT'S REMARKS (Debora)

Thank you to the whole group and welcome to the new Board.

Theme – Challenge Yourself – Be the best you can be.

PROGRAM: Melanie Etzel, CCE- Family Feud – Credit Style

Teresa Silva, CPA, CCE introduced Melanie and we had a rousing game of Family Feud!

CLOSING ANNOUNCEMENTS

Next Board Meeting: Planning meeting – June - TBA

Deadline for Creditline: May 20, 2017

Parking Passes and CEU Forms

SPRING RAFFLE

ADJOURNMENT 8:12pm

Respectfully submitted – Molly Spearing, Secretary

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**CFDD - PORTLAND CHAPTER
MONTHLY EDUCATIONAL MEETING MINUTES
Doubletree Lloyd Center
1000 NE Multnomah, St, Portland, OR 97232
June 14, 2018**

MEETING WAS CALLED TO ORDER BY DEBORA DIAMOND-BURT, CCE,CICP AT 6:04 P.M.

INTRODUCTIONS

Past Presidents in attendance
Marilyn Rea, CCE
Yvonne Prinslow, CCE
Barbara Davis, CCE

NACM NW Foundation Board Members: Marilyn Rea, CCE Vice Chairman; Teresa Silva, CCE, Treasurer, Shawna Arneson, Director and Fundraising Committee Chair, and Nominating Committee Chair, Mark Teeter, CCE, CICP, Director. Shawna reminded about the Evening of Aloha, October 13th - Venue at The Reserve in CFDD National: Yvonne Prinslow, CCE will be new Area Director and Brett Hanft, CBA (not in attendance) Will be Vice Chairman – Education & Chair Elect.

NACM/CFDD Liaison: Clara Nemeth, CCE NACM Northwest

Special Guests:
Eleanor Hartman - Keen

NEW BUSINESS: Approval of the May 2018 Board Meeting Minutes will be approved next month with the June meeting minutes at July meeting

REPORTS OF OFFICERS, BOARD AND STANDING COMMITTEES:

- Treasurer's Report - Debora for Kathleen Victoria, CCE
- – On the tables.
-
- Monthly Program - Teresa Silva, CCE, CPA
 - June- Financial Statement Foolery by Teresa Silva, CCE
 - July- Revenue Recognition Changes 2018 – TBD Debora making contact with PWC/NACM
 - August- Team-Up Program with Jason & Amy Torf – Brett Hanft, CBA confirming
 - September- Sales Tax Update Tips & Tricks/How to manage states by Kathleen Victoria, CCE
 - October- TBD
 - November-TBD
 - December – Holiday Party
- Membership - Yvonne Prinslow – We are at 62 members have 2 new binders to had out for the 2 new Morrow Equipment members. Membership Drive ends the end of the month. Brett has 2, Teresa has 1, Clara has 1, Shawna has 1.
- Fundraising - Melissa Garcia – Last month's flowers were a big hit last month. This month is Summer fun.... 5 raffle items, thank you for donations this month, Simple Sums, Clara Nameth, Schnitzer Steel! July is also Summer Fun – Camping theme. August will be Beat the Heat theme. Any donations are welcome!

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- CFDD Area Director chapter TBA. - Yvonne Prinslow was elected CFDD Area Director for Portland and another chapter TBA.

ANNOUNCEMENTS:

- CFDD National Conference is September 13-14 at Doubletree Suites, Charlotte Southpark, NC
- Committee Sign-Up's are on all tables – Join in the fun and serve on a committee.
- Awards won at Credit Congress
 - Eve Sahnaw, CCE won the Designation of Excellence CCE National Award!
 - Portland Chapter won two awards: Excellence in Regular monthly meetings for Category A and Excellence in Chapter Publicity.

DINNER

PROGRAM: Teresa Silva, CPA CCE – Financial Foolery

CLOSING ANNOUNCEMENTS:

Next Meeting: The Planning meeting is July 9, 5:30 at NW Pump, 2800 NW 31st Ave., Portland, OR 97210. All CFDD members are welcome.

Monthly Educational Meeting: at DoubleTree Lloyd Center Hilton on July 11th.

RAFFLE

ADJOURNMENT 7:45 pm

Respectfully submitted,
Julie Gieber for Melanie Etzel, CCE

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CFDD Portland Chapter Application for Scholarship Award



1. Which scholarship are you applying for? _____
2. Please consider my application for a scholarship toward: _____
3. How long have you been a member of CFDD? _____
4. Please list the number of meetings attended in the last twelve months: _____
5. Current position with firm: _____
6. Will your company support you financially to attend this class? Yes No Partially
7. Are you working towards certification or recertification? Yes No
8. What interests you in this class/conference? _____
9. Briefly, outline your past and current participation in CFDD: (Please complete on back if needed.)
 - a. Offices held _____
Dates to/from: _____
 - b. Committees served _____
Dates to/from: _____
10. Have you previously applied for a scholarship? If so, when and which one? _____
11. Have you been awarded a scholarship within the past 12 months from CFDD Portland Chapter? Yes No
Which one(s) _____
12. Have you previously attended the Pacific Northwest Credit Conference or National Credit Congress?
PNWCC—Year(s) attended: _____
National Credit Congress—Year(s) attended: _____

I understand that if I am selected for a scholarship, I must submit a written report to the Scholarship Committee within three weeks of completion of the class or seminar. At my option, I may make an oral report to the membership in place of the written report.

Member Name: _____ Company Name: _____
Supervisor Name: _____ Supervisor Email: _____
Mailing Address: _____
City, State, Zip: _____
Phone: _____ Fax: _____
Email Address: _____
Signature: _____ Date: _____

13. Mail, fax, or email to: Kathy Hamilton, CCE
SAIF Corporation
400 High St., SE, Salem, OR 97312-1000
p: 503.373.8459 f: 503.584.8459
e: katham@saif.com

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CFDD Portland Chapter Membership Application

Please type or print

I hereby make application for membership in the National Association of Credit Management, Credit Financial Development Division, Portland Oregon Chapter.

Company Data

Name: _____ Title: _____

Email: _____

Company: _____

Phone: _____ Fax: _____

Address (Mailing): _____

City/State/Zip: _____

Physical: _____

City/State/Zip: _____

NACM Affiliate/CRF which your firm belongs : _____ Member # _____

How/where did you hear about CFDD? _____

Personal Data

Address: _____

Phone#: _____ Birth month & date: _____

Annual dues are billed the end of October each year and the membership year is January 1 through December 31. Dues are \$110 per year and are prorated on the basis of \$9.17 per month.

Please bill my firm on the next NACM Northwest statement \$ _____

Applicant's signature _____

Date: _____

Please send the completed form to the following address:

Yvonne Prinslow, CCE
Hampton Lumber Sales
9600 SW Barnes Rd. #200
Portland, OR 97225
p: 503.203.6495 f: 503.291.5653
e: YvonnePrinslow@HamptonAffiliates.com