

The 21st Century Global Credit Professional: Secrets of Success



Date: December 6, 2018
Time: 8:30 – 9:30 a.m. PT

Cost: Members - \$39.00; Nonmembers - \$69.00
Instructor: Eddy A. Sumar, MBA, CCE, CICE, CEW
Founder of ERS Consulting Services

To stay relevant in the new world of work in the 21st Century we all need to be on the cutting edge of knowledge and technology. Doing more of the same, faster or better, is no longer a sure path to success. Success depends on acquiring a host of soft and hard skills that transcend one's function or position.

Secrets of success cover the following areas:

- Ability to Change
- Agility & Adaptability
- Business Acumen
- Functional Mastery & Technical Skills – Your Perfect Competence Pitch
- A Perfect Balance Between Soft & Hard Skills
- Mastering the Qs: EQ, CQ, SQ, PQ, DQ...
- Awareness of Trends

Instructor: Eddy A. Sumar, MBA, CCE, CICE, and CEW, is the Founder of ERS Consulting Services in Rancho Cucamonga, California; he is an International Trade Financing Consultant; a Consultant for the Center for International Trade Development (CITD); a member of the Guidepoint Global Advisors, and an Associate of Quote 2 Cash (Q2C). Mr. Sumar has a Bachelor degree in Business Administration (B.B.A.) from Bethlehem University, Bethlehem, West Bank where he enjoyed a Fulbright scholarship and graduated as Valedictorian. He also obtained his MBA with distinction from Leicester University, Leicester, UK. Mr. Sumar has 30+ years of experience in the credit and collection field. As International Trade Financing Manager with Rain Bird International, Inc., Mr. Sumar championed the exploration and institution of worldwide trade financing programs and ran the international trade financing efforts in the Americas and the Asia Pacific Regions.

To register for NACM Commercial Services events/classes or for questions, contact
Shawna Kelly at 971.230.1202 or skelly@nacmcs.org.

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Please note: Cancellations will be accepted for full refund no later than five working days prior to event—substitute attendees accepted up to day of event.