



CERTIFICATION COURSES

PLAN OUT YOUR EDUCATION & EARN YOUR DESIGNATION IN 2021

Cost Per Class -

Members: \$415.00 + Cost of textbooks and shipping

Nonmembers: \$615.00 + Cost of textbooks and shipping

Classes are Online - Live and Interactive Zoom Sessions

Registration Deadline: 2 weeks before class unless specified

Take your credit education up a notch and join us for these certification courses. The National Education Department developed these courses to meet the educational needs of today's credit professional. All these courses are available via traditional classrooms in our offices and virtually from your desk. (**in-person attendance is subject to current Covid-19 guidelines.*) **All classes are live and interactive.**

When you apply to participate in the *Professional Certification Program*, you are on your way to demonstrating you are among the best. You'll join a select group of individuals who have made the commitment to excellence in credit management, career advancement, and an ongoing pursuit of knowledge.

Business Credit Principles

When: 1/5/21 - 3/9/21 meets weekly on Tuesdays

Time: 3:00 – 6:00 p.m. PT

Instructor: Rod Wheeland, CCE

Description:

This comprehensive course covers all of the vital elements of business credit, including the role of credit in financial management, the components of effective credit department systems, specific government regulations that pertain to business credit, credit policy and procedures, selling terms, negotiable instruments, the Uniform Commercial Code, credit investigations, finance and business insurance, business credit fraud, factors associated with credit limits, and international trade, as well as bankruptcy codes and alternatives to bankruptcy.

Required for Credit Business Associate (CBA).

** Additional charge of \$79.00 for textbook + shipping. Textbook will be ordered for students by NACM CS.

Financial Statement Analysis I

When: 4/6/21 - 6/8/21 meets weekly on Tuesdays

Time: 3:00 – 6:00 p.m. PT

Instructor: Rod Wheeland, CCE

Description:

This introductory class provides the student with an overview of basic financial statements, quality issues in using these reports, and analysis of these statements for the purpose of making trade credit decisions. Upon successful completion of this course, the student will understand basic financial statements, the audit letter and footnotes, various techniques used in statement analysis, including common-sizing, ratios addressing liquidity, operational performance, and leverage, and cash flow analysis, and the use of these techniques in credit decisioning

Required for Credit Business Associate (CBA).

** Additional charge of \$110.00 for text + shipping. Textbook will be ordered for students by NACM CS.

Business Law for the Trade Creditor**When:** 6/22/21 - 8/24/21 meets weekly on Tuesdays**Time:** 3:00 – 6:00 p.m. PT**Instructor:** Rod Wheeland, CCE**Description:**

With the legal environment of business constantly changing, individuals working in credit and accounts receivable must have a solid understanding of the laws that affect business and credit and periodically update their knowledge.

This course is designed to introduce students to the basics of law, the legalities of contracts and the emerging importance placed upon laws affecting cybercrimes.

Required for Credit Business Fellow (CBF).

** Additional charge of \$245.00 for textbook + shipping. Textbook will be ordered for students by NACM CS.

Credit Law for the Trade Creditor**When:** 9/14/21 - 11/16/21 meets weekly on Tuesdays**Time:** 3:00 – 6:00 p.m. PT**Instructor:** Rod Wheeland, CCE**Description:**

This course provides a review of the fundamentals of the American legal system and various aspects of Federal and State laws and regulations as they affect the trade creditor. Upon successful completion of this course, the student will understand the legal environment of business, legal forms of business organization, the Federal antitrust laws, the Consumer Credit Protection Act, agent responsibilities and liabilities, payment methods and processing, negotiable instruments, security interests in personal and real property, other forms of risk mitigation, insolvency and the Bankruptcy Code, and the use of these legal rights and responsibilities to maximize sales and minimize delinquency and bad debts.

Required for Credit Business Fellow (CBF) designation.

** Additional charge of \$245.00 for textbook + cost of shipping. Textbook will be ordered for students by NACM CS.

Basic Financial Accounting**When:** 9/14/21 - 12/28/21 meet weekly on Tuesdays**Time:** 6:00 – 8:00 p.m. PT**Instructor:** Lisa Whedon**Description:**

This course presents an introduction to basic financial accounting. Students begin at square one, learning the foundation of accounting principles. As the language of business, accounting is essential to business professionals.

Required for Credit Business Associate (CBA).

** Additional charge of \$198.00 for textbooks + shipping. Textbook will be ordered for students by NACM CS.

Instructors:

Rod Wheeland served as President of NACM Commercial Services and predecessor companies for twenty-one years and for two years as CEO. He has worked in and around trade credit for four decades, and before coming to NACM in 1995, he was Corporate Credit Manager for Pendleton. Rod served for seven years on the NACM Commercial Services Board of Directors, which he chaired in 1991-92. He chaired the National Presidents Credit Council (Riemer), an association of present and past presidents of eighty national industry credit groups, and he's a past chairman of the NACM Affiliate Secretarial Council, which represents NACM Affiliates on the NACM National Board of Directors. Rod has a master's degree from York University in Toronto, a bachelor's degree from Eastern Washington University in Spokane, and achieved CCE certification in 1991 and the CAE in 2007.

Lisa Whedon is a high-performing leader with 20 plus years of accounting experience who is committed to cost-effective management of resources and quality results. Currently works as a Finance Manager at Multnomah County, Department of County Assets. She is also a Professor of Accounting at Portland Community College. She instructs classes on the principles of accounting and payroll accounting. She also specializes in student mentoring and management.

To register for NACM Commercial Services events/classes or for questions, contact:

Shawna Kelly at 971.230.1202 or skelly@nacmcs.org.

To register online go to <http://www.nacmcs.org/events/>

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.