



1405 Lilac Drive N., #130  
Minneapolis, MN 55422  
FAX: 763-595-4060  
www.nlassn.org



## Managing Credit and Collections Risk in a Downturn Market

### COULDN'T MAKE IT TO THE WEBINAR? VIEW THE RECORDED WEBINAR

With today's tumultuous economy, the building industry is facing some of its toughest challenges in decades. Are you prepared to weather the storm? Average days outstanding are increasing each month, competition is fierce and profit margins are decreasing. In this webinar, Tracey Richardson-Newton will provide strategies to help you to weather this storm using best practices for credit and collections. You'll understand how to calculate your true cost of credit, the "red flags" of risk, effective ways to ask for money, as well as strategies to help you protect your assets.

This webinar is designed for managers, credit managers, accountants and CFOs. Anyone at your company who makes decisions on extending credit and who is responsible for collections should be a part of this event. Educate all of these key personnel without leaving your office. The cost to access the recorded webinar is just \$169 per logged on computer, so gather your credit and accounting staff around one computer to view it. The recording will be accessible for one week after you receive the login information so plan accordingly.

*The webinar is being hosted by Turnkey Programming. You will be contacted by them with the webinar instructions for logging on to the web site to view the recording. The program will last approximately 45 minutes with an additional 15 minutes for questions.*

---

**✓ Yes, please email me the instructions to access the recording (I understand it is accessible for one week after I receive the login information)**

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Email Address: \_\_\_\_\_ Phone: \_\_\_\_\_

Method of Payment (\$169):  Check enclosed OR

MasterCard  VISA Card# \_\_\_\_\_ Exp Date \_\_\_\_\_ Security Code: \_\_\_\_\_

Cardholder's Name \_\_\_\_\_

Fax your completed form to 763-595-4060.