

VIVA LAS VEGAS CREDIT CONGRESS!

There was plenty of news at the 111th NACM Credit Congress — not only in the general and education sessions, but also on the expo floor.

Here's a special, Forius-focused sneak preview of some of the stories you'll see in the July issue of *Business Credit* magazine and future issues of the Forius *Focus*.

Forius People Honored

Each year, plenty of Forius folks are recognized at Credit Congress, and this year was no exception; read all about them in "Forius Names & Faces" (see page 3).

Be sure to catch the impressions of Jason Skradski, CCE and Judy Perttula, CBF after attending their first NACM Credit Congress (see page 2).



First-time attendee, Jason Skradski, CCE waves hello.

News From NACM National

NACM National featured several new services and programs including MLBS Navigator, a nationwide service for mechanic's liens and bonds. Watch future issues of *Focus* for more information on this and other construction-related products and services.

NACM announced that it has selected Boxwood Technologies to enhance its career center this fall. (*Focus* readers



Betty Melby, CCE and Robin Kimyczuk, CBA share what they love about NACM for an upcoming video testimonial.

will recognize Boxwood as the same firm selected to power the Forius Career Center.) Because research shows that more than 90 percent of all jobs are filled close to home, the Forius Career Center will continue to focus primarily on job seekers and opportunities in the Twin Cities and upper Midwest, and will forward information to the national service upon request.

Also announced was a new salary survey for credit professionals. NACM plans to begin data collection late this summer, and to release the survey results by year-end.

"Credit Survives Katrina"

Many Credit Congress attendees saw a sneak preview of "Credit Survives Katrina," a video produced by several NACM affiliates documenting how Louisiana business community faced daunting challenges immediately after Hurricane Katrina ... and how they continue to struggle nearly two years later. Check www.forius.com for more information.

News From The Expo

Automation was a major theme in this year's education sessions, and it carried over into the expo hall.

Experian and eCredit joined forces to launch Credit Risk Advisor, described as "an end-to-end new account and portfolio management credit decisioning tool." Unlike other similar products, Credit Risk Advisor is an open-architecture platform — meaning it can blend data from several sources including Experian, other credit bureaus, and your company's internal systems.

eCredit also released its own open-architecture decisioning program as part of a new suite of online tools for portfolio analysis, credit scoring and workflow management.

We'll talk more about automated decisioning in the next issue of *Focus*.



Claire Yurek, CBF (L) and Judy Perttula, CBF (R) enjoy their first time at Credit Congress.



BOARD OF DIRECTORS

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NOMINATIONS SOUGHT

The **Jim McIntyre Mentoring Award** annually acknowledges one individual in the credit profession who:

- > Promotes awareness and change within the credit field
- > Plays a key role in building relationships among the credit profession
- > Consistently volunteers his or her time in order to develop other credit professionals

Make sure this individual gets recognized! Nominations due August 30. Download a nomination form from www.forius.com. Members may submit e-nominations from the Member Center.

The winner will be honored at the 2007 Fall Gala.

THE BUZZ

The latest "buzz" over the Forius Communities is that all of our members are now loaded into the community! For you that means hundreds more possible answers and questions related to your profession and industry.

Check out the hot topics today and don't forget to spread the wealth. You can request access for your co-workers, staff, bosses ... anyone you think would benefit ... by sending an email to foriuscommunities@forius.com with a list of names. For further information and requests, contact **Cindy Vekas, CCE**, Director of Knowledge Networks, at (612) 341-9623 or your customer service representative.

FIRST-TIMERS TAKE A GAMBLE ON CREDIT CONGRESS IN LAS VEGAS

My first impression of NACM's 111th Credit Congress is that we as credit professionals can, and do, make a difference. We are important! It is evident not only in the size of the event, but also in the support of thousands of companies, sponsors, trainers, and speakers. Of course the NACM National employees were also very helpful to us VIPs (first-time attendees).

I found my first visit to be very educational, but fun as well. Those credit professionals sure love to network, share, and enjoy each other's company. They are passionate about what they do. I appreciate everyone who took time to help me find my way, learn, share, grow, and include me. I hope to be back next year in Louisville and will be working very hard to show my company the benefits of event participation as part of my NACM membership.

-Jason Skradski, CCE, Valspar

Where else but in Vegas can you see...

- > Elvis at eight (a.m.)
- > Fortunes made after five p.m.
- > Never-ending credit education and networking opportunities

Prior to attending NACM's 111th Credit Congress & Expo, I hesitantly agreed to write about my experience as a first-time attendee. But throughout my attendance, I became more excited about the opportunity to share the experience. It can be summed up in one word ... WOW!!!

From the moment we arrived, fellow credit professionals were waiting to take first-time attendees under their wing and provide encouragement, directions, introductions, and event insight. In just three days I could do a lifetime of networking. I met people from all over the world, from more industries than I can detail, and from the novice to the seasoned professional.

As for the education ... there was over 150 hours of learning opportunities! Each evening I would deliberate my session choices only to re-deliberate them in the morning. What other venue provides the chance for you to participate in a mini trial, discover how to make sales people like credit people, learn strategies to increase productivity, and teach you how to make your customers sit up and beg. And that's just naming a few possibilities.

Attending the 111th NACM Credit Congress and Expo was a very worthwhile experience. I can say with certainty that the knowledge and networking obtained in Vegas definitely will NOT stay in Vegas.

-Judy Perttula, CBF, Lyman Lumber

FORIUS NAMES AND FACES

Thank You!

On behalf of the entire Association, we'd like to thank three outstanding individuals as they complete their tenure this year on the Forius Board of Directors for their dedicated service.



Donlin

Tim Donlin, president of Metro Millwork and The Donlin Companies. Tim was elected to the Forius board in 2001 and re-elected in 2004. Although he served as a non-credit director, Tim understands B2B credit due to his longstanding membership in the Forius Building Materials Suppliers credit group. His perspective as a business owner always contributed greatly to Board discussions.

Dan McCreary, president of McCreary and Associates. Dan was elected in 2001 and re-elected in 2004. A respected technology and business strategist, Dan has provided valuable insight into Forius technology issues. The technology assessment he conducted for Forius in 2002, and the resulting eBusiness strategy, have guided the Association well over the last five years.



McCreary



Schwartz

Duane Schwartz, CCE, was appointed in 2000 to fill out an unexpired term of another board member, was elected in 2001 and re-elected in 2004. His leadership has been evident from the outset. He served as Forius Chairperson in 2002-2003 ... was named the 2002 Forius Credit Executive of the Year ... and in 2004 joined NACM National's board of directors. The seat on the national board allows Duane to continue on the Forius Board as an ex officio (non-voting) member.

CFDD Awards



Condit

Barb Condit, CCE was honored with the National Mentor Award at the 2007 Credit Congress

The Minneapolis/St. Paul CFDD chapter was honored with two awards: the Class A - Regular Monthly Meeting Award and the Meritorius Membership Award.

The following CFDD members also were awarded individual scholarship awards: **Barb Condit**, CCE; **Tina Halverson**, CBA; **Eunice Helgeson**, CCE, CMA; **Yvonne Krause**, CBA; **Pam Meyer**, CBF; **Lori Nissen**, CCE; **Jo Rettke**, CCE; **Maxine Rossum**, CCE; and **Carolyn VanKrevelen**, CBF.

Congratulations

At Credit Congress, **David Molley** was recognized for contributing to the Best-Written Team Paper at this year's Graduate School of Credit and Financial Management. David is Credit Manager for Potash (Northbrook, IL), a longstanding member of the Forius Agri-Business Credit Group.

Jerry Drake, CCE has been selected for the class of 2007-2008 for Leadership Owatonna, a program of the Owatonna, MN Chamber of Commerce & Tourism. Jerry is Financial Services Manager for Viracon, Inc., and has provided outstanding leadership to the Forius business credit community for many years.



Drake

Submit your business or individual news for the *Focus* Names and Faces section via e-mail to focus@forius.com. We welcome accompanying photos.

WELCOME!

Forius welcomes its newest clients

Carolyn Hargis
Advertising Novelties Co., Inc.

Shona Flack
Airlite Plastics Company

Teresa Cortinas
Bemis Company - Paper Packaging Div

Betsey Cope
JournalBooks/Timeplanner Calendar

Sara Gaitan
Kate-Lo Tile and Stone Inc

Nancy Pink
Mid American Aerospace Ltd.

Dave Koebele
Pro Tech Interconnect Solutions

Brook Summers
Renew Life Formulas

Joe Bernstein
Salisbury Inc.

2007 NACM SCHOLARSHIP FOUNDATION RECIPIENTS

Tammy Bladow
Scherer Brothers Lumber

Tina Halverson, CBA
ECONAR Energy Systems

Yvonne Krause

Darlene Reinke, CCE
Mammoth

Jo Rettke, CCE
Ferguson Enterprises

Jan Schwieger, CBA
Overnite Express

Pam Meyer, CBF
RM Cotton

Jeanette Stoddard
Metal Sales Manufacturing

Congratulations Forius members on your well-deserved scholarships from NACM.



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Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

For more information, go to www.forius.com or send an email to info@forius.com

Industry Groups

	July	Aug
Building Materials Suppliers	11	8
Construction & Equipment Suppliers	25	22
Floorcovering	24	-
Plumbing, Heating, A/C & Refrigeration	17	21
Twin City Media	19	16
Truck Service & Equipment	12	9
Wholesale Lumber	18	15
UPIC Promotional Products	19-20	-
National Hearing Manufacturers	-	15-17

Interested in a Forius industry group? Contact us at (612) 341-9600 or send an email to info@forius.com.

Business Credit Resource Group

Aug
10

For more information on the Business Credit Resource Group, send an email to foriuscommunities@forius.com, or contact Cindy Vekas, CCE, Director of Knowledge Networks, at (612) 341-9623.

Development Opportunities

	July	Aug
Forius* CAP and ACAP Exams	23/24	-
Forius* Mechanics Lien Seminar www.forius.com/liens	-	14
Forius* Annual Golf Outing www.forius.com/golf	-	20

*Register for all Forius development events at www.forius.com.

Forius Summer Hours

Our offices will close at noon on Fridays during June, July, and August.

The office will also be closed all day on July 4th.