

# 2018 BCI Credit Summit

New York City



November 11-13



## Sunday, November 11, 2018

6:00 pm –  
7:00 pm

Networking & Cocktail Event Sponsored by



O'Donoghue's Pub  
156 W 44<sup>th</sup> St  
New York NY 10036

## Monday, November 12, 2018

7:00 am –  
8:00 am

Breakfast Networking Event:



Bond 45  
221 W 46<sup>th</sup> St  
New York NY 10036

8:00 am –  
9:30 am



Join us as part of the Today Show's outside audience at Rockefeller Center!



10:30 am –  
11:45 am

2018 BCI Summit  
Opening Keynote Session



**How to Hit the CHANGE Button:  
Winning Strategies for Dealing with Change**



Events held at the offices of:



1251 Avenue of the Americas  
NY, NY

11:45 am –  
12:30 pm

Networking Luncheon

12:30 pm –  
2:00 pm






**Round One:** 25 minute "Speed-Learning" Sessions (Pick 3)

**Credit Applications: What to Include**, Jessica Murphy, Esquire - Mirick, O'Connell, DeMallie & Lougee, LLP  
**Electronic Signatures**, Wanda Borges, Esquire - Borges & Associates LLP  
**Prejudgment Remedies & Other Collection Tools**, Ryan Sullivan, Esquire - Curran Antonelli, LLP  
**Unsecured Creditor's Bankruptcy Concerns**, Bruce Nathan, Partner - Lowenstein Sandler LLP  
**The Benefits of Serving on an Unsecured Creditor's Committee**, Rob Winnings, Cooley LLP

2:00 –  
2:30 pm

Energizing Snack Break Sponsored  
by



2:30 pm – 4:00 pm	<p style="text-align: center;"><b>Round Two: 25 minute “Speed-Learning” Sessions (Pick 3)</b></p> <p><b>10 Creative Ways of Extending Credit</b>, Anthony Tempesta – BCI  <b>Improved Collections Management Strategies</b>, Diana Eagen – Esker  <b>Bankruptcy Precautions</b>, Jerry Bailey &amp; Luca Servino -NCS  <b>Cash Management Tools and Solutions</b>, Rafael Cervantes - UTA</p>		
4:15 pm – 5:00 pm	<p><b>General Session: US Economy &amp; Political Landscape for 2019</b>, Byron Shoulton, FCIA</p>		
6:00 pm – 7:00 pm	<p>Networking &amp; Cocktail Event Sponsored by</p> 		<p>O'Lunney's Pub 145 W 45<sup>th</sup> St New York NY 10036</p>
<b>Tuesday, November 13, 2018</b>			
7:00 am – 8:00 am	<p>Breakfast Networking Event Sponsored by</p> 		<p>Connolly's Pub &amp; Restaurant 121 W 45<sup>th</sup> St New York NY 10036</p>
8:15 am – 9:20 am	<p style="text-align: center;"><b>General Session:</b></p> <p style="text-align: center;"><b>What CFO's Are Watching – 15 Key “World Class” Customer-to-Cash Metrics</b>  Bryan DeGraw, Associate Principal, Finance Advisory Services</p> 		<p><b>Events held at the Millennium Broadway Hotel – 4<sup>th</sup> Floor</b></p>
<b>Breakout Sessions (Pick one in each time slot)</b>			
9:30 am – 10:20 am	<p><b><u>Mechanic's Lien and Bond Claims</u></b>, Jerry Bailey - NCS</p>	<p><b><u>Protecting Your Company in the Internet Age: The Role of Social Media in Credit and Collection</u></b>, Bruce Nathan, Partner and Andrew Behlmann - Lowenstein Sandler LLP</p>	<p><b><u>Credit Card Surcharging, Implementation, and Fee Reductions</u></b>, Matt Fluegge - Worldpay</p>
10:30 am – 11:20 am	<p><b><u>Houdini: Who you are really doing business with?</u></b>, Jessica Murphy, Esquire, Mirick O'Connell</p>	<p><b><u>Automating Credit Application Processing – Tips &amp; Best Practices</u></b>, Joe Chin &amp; Bonnie Garrity- Credit2B</p>	<p><b><u>Making Sense of Key Metrics: How to Measure a Credit Department's Performance?</u></b>, Matt Skudera, CRF</p>
11:30 am – 12:20 pm	<p><b><u>Take this now, pay me later... Risks and Rewards of UCC Consignments</u></b>, Ryan Sullivan, Esquire - Curran Antonelli, LLP</p>	<p><b><u>Artificial Intelligence in Accounts Receivable</u></b>, Ranjith Poladi, Senior Solution Architect – High Radius Corporation</p>	<p><b><u>Unclaimed Property &amp; Escheatment Best Practices</u></b>, Samantha Petersen, KPMG LLP</p>
12:30 pm	<b>Conference Adjourns!</b>		

