

**BCI.edu**

## **How to Make a Credit Decision with Limited Information**

Your sales team just received a large order from a new customer, and they are anxious to get the business. You've searched to find a viable credit report on the customer but cannot find any additional information. What do you do?

We will learn how to apply the 5 C's of credit, review financial statements and ratios to assist in making a sound credit decision. Anyone who uses financial statements to assist in making a credit decision is invited to take part in this session.

[\*\*Register Now\*\*](#)

**May 15, 2019 1 p.m.**

### **Speaker Profile:**

Ron Sereika, CCE, CEW is currently the Director of Credit and Collections and payment solutions at Mspark Inc. and has over thirty years of credit management experience. He holds a BS in Accounting, a CCE and a NACM GSCFM certificate. He has taught both the CAP and ACAP courses, has spoken at many BCI conferences and networking events and has been honored with awards for his efforts in giving back to the credit community and his passion to share his knowledge with others.