

## Registration Form

- Credit in the Company
- Credit Application
- Credit Investigation
- Evaluating Credit Information
- Collection Principles
- Financial Analysis
- Credit & Collections

Name \_\_\_\_\_

Comp. \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

Method of Payment:

- Check
- Visa
- MasterCard

Name on Card \_\_\_\_\_

CC# \_\_\_\_\_

CVS# \_\_\_\_\_ Exp \_\_\_\_\_

Signature \_\_\_\_\_

Address if different from above:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



### NACM CREDIT PROFESSIONALS ALLIANCE

P.O. Box 12370  
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E-mail: rross@nacmkc.org  
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## NACM CREDIT PROFESSIONALS ALLIANCE

**Introduces  
Affordable  
Education**



Tel: 800-525-7228

**Navigation for Better  
Decisions**

## On-Line Education for Professional Credit



Have you ever attended a seminar or class wanting information on a specific topic and had to sit through hours of topics that were of not interest to you? And then when the topic you were interested in came up for discussion the instructor only spent a few minutes on it before moving on to another topic that was of no interest to you.

Those days are over! Now you can get the information you want without having to attend classes or sit through hours of seminars. Everything you need to know about a particular topic is included in one low price.

***Learn what you want, when you want from your own computer!***

***You can pick and choose which courses interest you or you can complete all of the courses and earn the designation of a Certified Credit Consultant (CCC).***

Earning this designation is simple. It is based on only **TWO** qualifying elements.

1. Completion of all the on-line courses listed in this brochure.
2. Seven (7) years of Credit Experience.

## Courses Offered:

### **Credit in the Company:**

This course discusses the strategic role that credit plays in the business organization and the function of credit.

### **Credit Application:**

Explains the function and design of the application, its purpose and importance.

### **Credit Investigation:**

Discusses the steps one should take in the investigation process, identifies the primary and secondary sources of information and explains what to look for.

### **Evaluating Credit Information:**

This course discusses the analysis of the information obtained in the credit investigation, the differences between credit lines and limits and the setting of lines and limits.

### **Collection Principles:**

Explains the collection processes and ways to motivate the customer to pay.

### **Financial Analysis:**

Discusses the purpose of the financial statement, types of statements, cash and accrual accounting, and components of the financial statements.

### **Credit & Collections:**

This course discusses sales and contracts, Article 2 of the Uniform Commercial Code which credit sales are based upon and some of the legal principles of credit and collection.

## Course Fee:

1 Course: \$200 each

2 or more: \$175 each

Topics are developed and maintained by David Balovich, CBF, CCC to insure that the information is timely and in compliance with both state and federal laws.

Mr. Balovich is a nationally recognized credit consultant with over 35 years experience in professional credit management. He has spent over 10 years traveling throughout North America conducting seminars and training thousands of credit and collection professionals and now offers his experience and knowledge through these easy to read and understandable topics delivered directly to your computer. In addition he provides email support to answer your questions while learning.

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