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**PRESIDENT'S PAGE**

I would like to thank everyone for allowing me the opportunity to serve our chapter as president for the 2006/2008 term.

Congratulations to the new Board of Directors for the Kansas City chapter of CFDD. I know you will all work hard to keep our chapter one of the best in the CFDD family

My theme for the next two years is "CFDD- Take Advantage of the Unlimited Opportunities". CFDD has offered many opportunities to me. I have been able to attend regional CFDD conferences and the last four national credit congresses in part because of scholarships I have been awarded through CFDD and through the support of my employer, Fujifilm Sericol.

I have gained a support network that I can call on when I need help. Joining CFDD is one of the best decisions I have made. It can be for you too, if you are willing to put in a little effort and gain a lot of education.

At our April meeting we installed our new officers and honored our past presidents. Nancy Watson-Pistole, CCE gave an inspiring presentation on taking advantage of the opportunities before us. We also awarded the Credit Professional of the Year award to Eric Lerdahl from SPX Cooling Technologies and the Distinguished New Member of the Year to Sharon Doris from Delaval. Congratulations to you both.

Our May workshop, "Dealing with Disagreement and Confrontation", was presented by Abby Olson. This was a great workshop that will help us in our career and family life.

Please mark your calendars now and plan to join us on June 7<sup>th</sup> for "What Your Secretary of State Can Do for You" presented by Stephanie Mickelsen, Deputy Assistant Kansas SOS.

And on July 12<sup>th</sup> Bruce Nathan will present an update on the new bankruptcy laws. Bruce has been a presenter at many NACM functions and spoke at the CFDD West Regional conference in Denver. He is very energetic and informative. You will gain a lot of information on this timely topic.

We have begun working on our annual auction. This year it will be held on September 13<sup>th</sup> at Western Extralite and again we are offering all new items. If you or your company can donate items for the auction, please contact a board member and we will arrange to get the items. This is our main fundraiser of the year so please try to attend. It is a lot of fun!

Hope to see you all at a meeting soon!

Jill Tamborini, CBA  
Chapter President

## THANK YOU

As the majority of you are already aware, my tenure as President of NACM-CFDD Kansas City has ended. I am now your Education Chairman and will continue to provide information regarding CFDD and NACM educational opportunities.

I want to take this opportunity to thank you, our members, for trusting me for the last two years. My time as your President enabled me to continue to grow professionally and personally. I want to also thank my Board of Directors who greatly assisted me in my responsibilities. Preparing for the monthly meetings was much easier for me knowing that these individuals would complete the tasks that needed to be done.

We now have some new board members and all of us are excited about what these people will bring to NACM-CFDD Kansas City. I know, our new President, Jill Tamborini, will continue to uphold the high standards of the presidency and do a great job.

Larry Glenn, CBA  
Education Chairman



## 2006 CERTIFICATION EXAM DATES

Monday, July 24; paperwork is due by June 12  
Monday, November 6; paperwork is due by September 2

## 2007 CERTIFICATION EXAM DATES

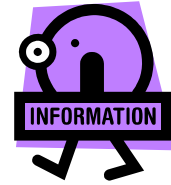
Monday, March 5; paperwork is due by January 22  
Sunday, June 10 at the Credit Congress; paperwork is due by April 30  
Monday, July 23; paperwork is due by May 21  
November 5; paperwork due by September 24



## MEMBER FEEDBACK

I wanted to introduce myself and let the members know I welcome your feedback regarding how we can make this an exciting year for our chapter. I am here to listen to the feedback of our members. We are always looking for suggestions on guest speakers. What topics would you like to hear over the next year? What interests you as a member that would keep you returning each month? What locations would you like to see the monthly meeting held at? Do you know of others in your organization that would be interested in attending? Let me know how we can serve you to make this an outstanding Kansas City Chapter.

Mark Perkins  
Member at Large



## PROGRAM SCHEDULE

We had a great turnout for our May seminar with many guests in attendance. We thank everyone for coming and making it a success. We intend to keep the summer rolling with some excellent programs to follow.

June's meeting topic is "What Your Secretary of State Can Do For You" presented by Stephanie Mickelsen, Deputy Assistant Secretary of State. The Secretary of State can be a valuable resource for the credit profession.

July holds a special treat with Bruce Nathan, Esq., covering "Bankruptcy One Year Later". Bruce is a regular at the NACM Credit Congress and we are very lucky to have him present to our CFDD chapter.

Our August meeting will be very helpful for those trying to predict the moving target of cash flow. "Cash Flow Forecasting", presented by Pat Kellerman, SPX Cooling Technologies will provide a unique way to accurately forecast cash receipt and cash disbursements.

Please join us in the following months for some great programs!

Eric Lerdahl  
Vice President/Program Chairman

## TREASURER'S REPORT

Greetings! I am privileged to serve as your CFDD Kansas City treasurer for the 2006 – 2008 term. As treasurer, I am responsible for the management of all revenue the chapter receives as a result of yearly membership dues, fund raising activities and monthly meeting/dinner fees. I am also responsible for the payment of all expenses the chapter incurs including national NACM and CFDD annual fees, scholarship awards, fundraising expenses and monthly meeting/dinner expenses.

A treasurer's report is prepared on a monthly basis outlining all revenue and expenses for the month along with beginning and ending account balances. Total revenue for the month of April was \$661.48. Total expenses were \$694.54. Please know that this report is available for review at any time by any member of the CFDD Kansas City chapter. Please contact me at [sdrodvelt@cardinalbrands.com](mailto:sdrodvelt@cardinalbrands.com) if you would like to view this report.

Steven Rodvelt, CBA  
Treasurer

### APRIL 2006

#### Investment Account

Beginning Balance	4/1/06	\$ 8,093.58
Deposits		661.48
Disbursements		<u>1500.16</u>
Ending Balance	4/30/06	<u>\$ 7254.90</u>

#### Checking Account

Beginning Balance	4/1/06	\$ -1.25
Deposits		1520.00
Disbursements		<u>694.54</u>
Ending Balance	4/30/06	<u>\$ 824.21</u>



## CONGRATULATIONS TO THE NEW 2006-2008 BOARD OF DIRECTORS

It was my honor to install the 2006-2008 Board of Directors for the Kansas City Chapter of CFDD. It is a privilege and an honor to be chosen by peers to serve on the board of our chapter. I know that each new board member will consider it such as they fulfill their duties of the offices to which they have been elected.

President – Jill Tamborini, CBA

First Vice President/Membership Chairman – Shawn Ismert, CBA

Second Vice President/Program Chairman – Eric Lerdahl

Treasurer – Steve Rodvelt, CBA

Assistant Treasurer – Nadine Whitehead, CCE

Recording Secretary – Tammy Denson

Corresponding Secretary/Publicity Chairman – Sharon Doris

Education Chairman – Larry Glenn, CBA

Member-at-large – Mark Perkins

Member-at-large – Patricia Wells, CBA

These officers have pledged themselves to the service of the CFDD Kansas City Chapter for the next two years. In return, we ask that each member pledge their support and cooperation, thereby promoting the prosperity and growth of this chapter.

Congratulations to each new board member. I am very proud of each individual and their commitment to CFDD and pledge my continuing support to the chapter.

Nancy Watson-Pistole, CCE

Vice Chairman-Education & Programs

NACM-CFDD National Board



## AWARD RECIPIENTS

At our April meeting we awarded the Credit Professional of the Year award and the Distinguished New Member of the Year award. These awards are given out each year to a member of our chapter that has been nominated by fellow members.

The Credit Professional of the Year was awarded to Eric Lerdahl from SPX Cooling Technologies. Nominees were Laura Lowrey, Shawn Ismert CBA, Larry Glenn CBA and Nancy Watson-Pistole, CCE. Eric was presented with a plaque and the nominees were presented with certificates of appreciation.

The Distinguished New Member of the Year was awarded to Sharon Doris from Delaval. Steve Rodvelt was also nominated. Sharon was awarded a plaque and Steve received a certificate of appreciation.

Congratulations to all of the award recipients and nominees. Great Job!!

Jill Tamborini, CBA  
2006 Awards Committee Chairman  
Chapter President



## PRESIDENTIAL CITATION AWARD

At our April meeting I presented this year's Presidential Citation Award to Jill Tamborini, CBA, Fujifilm Sericol USA, Inc. This award is a personal recognition by the President to honor and show appreciation to someone who has personally helped and supported the President (many times behind the scenes). As many of the past presidents will attest, serving as President takes a lot of time and devotion. Many people have helped me my two years as President so there were many individuals that are deserving of this prestigious award. Jill has given me a good deal of assistance and has stepped up when challenges have arisen.

Larry Glenn, CBA  
Education Chair



Rollin' rollin' rollin'  
Collectin' collectin' collectin'

Keep them files rolling  
Rawhide

Accounts need collectin'  
Clients keep neglectin'  
Keep those files rolling  
Rawhide

This month I'm gonna be brutal  
We can't continue to doodle  
Need that money on the double  
Or we're all in deep trouble  
Rawhide

Call 'em (collect 'em)  
Collect 'em (call 'em)  
Call 'em (collect 'em)  
Rawhide  
Nudge 'em (convince 'em)  
Convince 'em (nudge 'em)  
Nudge 'em (convince 'em)  
Rawhide

If they're not gonna pay  
Let's bite the bullet and say  
Is it time to write off?  
Or services do we shut off?  
Rawhide

Call 'em (collect 'em)  
Collect 'em (call 'em)  
Call 'em (collect 'em)  
Rawhide  
Nudge 'em (convince 'em)  
Convince 'em (nudge 'em)  
Nudge 'em (convince 'em)  
Rawhide  
Yah!

Call 'em (collect 'em)  
Collect 'em (call 'em)  
Call 'em (collect 'em)  
Rawhide  
Nudge 'em (convince 'em)  
Convince 'em (nudge 'em)  
Nudge 'em (convince 'em)  
Rawhide  
Yah!

Rollin' rollin' rollin'  
Collectin' collectin' collectin'  
Yah!  
Rawhide  
Yah! Rawhide!

## MEMBERSHIP

We currently have 59 members. Our newest member is Fran Reyes, Fujifilm Sericol. Welcome Fran!

I would also like to welcome Cindy Chandler, Premium Standard Farms, Inc., Joshua House, DeBruce Companies and Jeremy Livingston, Huhtamaki who are also new to our chapter.

If you have any new member prospects please pass their name on to me and I will see that they get our monthly meeting notice each month.

Shawn Ismert, CBA  
Vice President-Membership Chairman

*QUOTE: Credit is a system whereby a person who can't pay gets another person who can't pay to guarantee that he can pay. -Charles Dickens*



### CREDIT CONGRESS 2006

At the Annual CFDD Luncheon held during the Credit Congress each year awards are presented to members and chapters. The Kansas City Chapter and its members were recipients of several awards again this year!

The Chapter won the Program Award for our July program presented by Scott Blakeley, Esq. In addition, Deb (Hollins) Yount, CCE won the prestigious Distinguished Member Achievement Award (DMA). Congratulations to everyone!

Scholarship winners are as follows:

Lori Clark, CCE – Regional Conference (2007)  
Sharon Doris – CBA Fee  
Larry Glenn, CBA – Credit Congress  
Shawn Ismert, CBA – Credit Congress  
Chris Marchewka, CCE – CCE Recertification  
Jill Tamborini, CBA – Regional Conference (2007)  
Nancy Watson-Pistole, CCE – CD Rom Course  
Nadine Whitehead, CCE – CCE Recertification  
Deb (Hollins) Yount, CCE – Credit Congress



## GOT NEWS?

Sharon here! I am so excited to have the opportunity to serve as editor of Credit Matter\$ and as Corresponding Secretary for the 2006/2008 term. There is a lot to learn; in fact already there have been things to learn in the process of pulling together all the submissions for this first newsletter from me for our chapter.

Opportunities to learn are what we are all about though; so why should today be any different?

Very soon I will be working with Vic Monson to update the website and with Chris Marchewka, CCE who is helping on the Publicity Committee by getting information submitted to local newspapers for publication.

Please feel free to contact me if you would like to submit items for publication in Credit Matter\$.

Sharon Doris  
Corresponding Secretary-Publicity Chairman

## ABOUT CFDD

**Our Mission:** The mission of the National Association of Credit Management's Credit and Financial Development Division shall be to promote active interest in the credit and financial profession, to develop and market educational programs that are vital to the development of the effective professional, and to be a viable force within the NACM network.

**Our Vision:** To dynamically impact the National Association of Credit Management's global vision by being the leader in educational programming and direction, thereby setting industry standards for professional excellence.



## **NACM's Credit Manager's Index (CMI)**

### **Are you participating?**

The Credit Manager's Index (CMI) is created from a monthly survey of credit and collection professionals. The CMI survey asks NACM members to rate favorable and unfavorable factors in their monthly business cycle. Favorable factors include sales, new credit applications, dollar collections, and amount of credit extended. Unfavorable factors include rejections of credit applications, accounts placed for collections, dollar amounts of receivables beyond terms, and filings for bankruptcies. The results provide a benchmarking and forecasting tool that looks at the entire cycle of commercial business transactions. The CMI has gained rapid acceptance among the business and financial community as an economic indicator to both watch and report on.

Member participation in this survey is both welcome and encouraged, and takes less than five minutes each month! However, it is an ongoing monthly commitment.

CREDIT MATTER\$ IS PUBLISHED BI-MONTHLY BY CFDD – KANSAS CITY CHAPTER FOR ITS MEMBERS, POTENTIAL MEMBERS, AND OTHER INTERESTED CREDIT PROFESSIONALS.

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