

# Business Credit News

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**JUNE 2013 Chairman: Mark Haley  
Johnson Oil Company**

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## **“ESSENTIALS FOR A SUCCESSFUL RECOVERY”**

The administration and media are working hard to convince us and the rest of the world that America is recovering quickly from the economic woes of the previous five years. They cite falling unemployment, rising home values, and record stock prices, creating a consensus of forecasters, market guru's, and policymakers that have concluded the American consumer has risen like the Phoenix from the ashes and is finally back. Or are they? Let's consider the facts.....

Come out to the Petroleum Club to our annual education seminar on June 20<sup>th</sup> for the rest of this story.

Business bankruptcies have declined from the record highs of 2008 and 2009 but they still exist and will continue. Along with those bankruptcy filings are the trustee and their power of the preference claim. Did you know that the trustee is not required to prove that a preference actually exists before demanding repayment from the creditor? Trade creditors and banks all are subject to the trustee's letter demanding payment received 90 days prior to the bankruptcy filing. Yet, there are creditors who are NEVER the target of the trustee's preference letter. What is their secret? Join us on June 20<sup>th</sup> at our annual education seminar and learn this secret.

Not every creditor asks for or receives financial statements but the many that do have several components to review. Auditors opinion, balance sheet, income statement, notes, etc. And then there is the analysis of these components; ratio, horizontal, vertical, what do the results really tell us? There is actually one component of the financial statement that does not require any analysis or calculations, but the information it provides give us a BIG insight as to whether the company is successful or not. This component is the.....

On second thought, join us on June 20 at the Petroleum Club and we'll tell you which component it is and it's significance.

There have been some recent changes in several of the laws that we deal with on a daily basis; credit card, small claims, escheatment, financing statements. Are you familiar with these changes?

Join us on June 20 at our annual education seminar and confirm what you know.

These and other topics including negotiation, managing priorities, communication, leadership and the most important of all.....the answers to the questions you've been looking for.... will be covered by our presenter, David Balovich.

You should all know David by now. A longtime member of our association, David has presented many education programs for us and has spoken at our annual membership and several monthly industry group meetings. He is the instructor and writer of our on-line credit programs, which many of you have taken, and the creator of the Certified Credit Consultant, CCC, designation which many of our members have already earned. In addition to the CCC, David earned the CBF from the National Institute of Credit, and was the first recipient in Texas of the ABCE designation (now known as the CCE) from the National Association of Credit Management. Not only an accomplished speaker, David is also a writer and author and his writings are often featured in our monthly newsletter. For over twenty-five years David operated his own successful credit consulting and training company. Today, he is the North Region Credit Manager for Holt Cat and works out of the Irving office.

Don't miss this opportunity. Register today and join us on June 20 at the Petroleum Club for a fun packed day of education and good fellowship. Don't forget to bring your questions. David will have the answers.

*David Balovich is an accomplished author and public speaker. He is presently the North Region credit manager for Holt Cat.*

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Day	Date	Group	Location	Time
Tues	4	Austin Construction	Texas Land & Cattle, 6007 N IH 35 & Hwy 290, Austin TX	11:30
Tues	11	Coastal Bend Group	Holt Cat, 1325 South Padre Island Dr, Corpus Christi TX	11:30
Wed	12	Rio Grande Group	Victoria Palms Resort, 602 N. Victoria Rd. Donna TX	11:30
Thurs	13	SW Food Credit Group	Las Palapas, 4802 Walzem Rd, San Antonio TX	11:00
Tues	18	Austin Construction	Texas Land & Cattle, 6007 N IH 35 & Hwy 290, Austin, TX	11:30
Wed	19	Fuel & Lube/Heavy Eq.	Teleconference Meeting 1-800-791-2345	2:30
Wed	19	Victoria Credit Group	Sky Restaurant, 236 Foster Field, Victoria TX	11:30
<b>Thurs</b>	<b>20</b>	<b>Credit &amp; Coll. Seminar</b>	<b>The Petroleum Club, 8620 N New Braunfels, San Antonio TX</b>	<b>9:00</b>
Fri	21	SW Electrical Group	Onion Creek Country Club, 2510 Onion Creek Pkwy, Austin TX	11:30
Fri	21	SA Ad Media	Teleconference Meeting 1-800-791-2345	10:00
Tues	25	SA Construction	Las Palapas, 4802 Walzem Rd, San Antonio TX	11:30
Wed	26	Laredo Credit Group	Laredo Country Club, Laredo TX	11:30
Thurs	27	Austin Ad Media	Santa Rita Tex Mex, 1206 W38th St. Austin TX	11:30
Thurs	27	HVAC Credit Group	Texas Air Products, 11122 Gordon Rd, San Antonio TX	11:30

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**EASY ACCESS TO LEGAL INFORMATION**

Did you know you could go on-line to get the legal list bulletin? You can download legal information (mechanic liens, state, and federal liens, suits, bankruptcies, abstract of judgments, etc) on any of the following counties: Travis, Williamson, Hays, Cameron, Hidalgo, and Bexar. To access go to our web site at [www.nacmtx.com](http://www.nacmtx.com) . All you have to do is go to NACM Online, enter your membership information and make selection under Legal Bulletin. It will bring you to the legal information you need. Select the county, type of legal information and the time period requested. Type in the word **all** at the search information box. Also, you can type in the business name to receive all legal information on that specific company. For help on how to use the legal bulletin on-line give us a call at (210)225-7106.

**NACM COLLECTION SERVICE**

Our collections staff is willing and certainly able to take on those tough, overdue accounts to which you've been devoting too much of your valuable time. We act promptly, personally contacting the debtors on the same day we receive your accounts. We are equal opportunity collectors, that is, no matter where your debtors live in the nation or who they are, we will find them and collect. In cases where we don't collect, we charge no fee, albeit we do so grudgingly....we don't like failure. For your protection, all funds collected are placed in trust accounts. Also, all employees and attorney's are bonded. When you hit that wall in your collection efforts, give us a call at (210)225-7106 or you can fax your problems to us at (210)293-1501.



**WHY IS IT BENEFICIAL TO PARTICIPATE IN NACM'S CREDIT INDUSTRY GROUPS:**

1. **Networking of credit associates you can use as a resource for establishing credit.**
2. **Monthly information on customers you may have concern with.**
3. **Timely information on customers who may be credit risk or HMAs (high maintenance accounts).**
4. **New business that may be coming into the area.**
5. **General discussions on how to handle NSF check, credit applications, COD's, etc.**
6. **Insightful data on current problems in the area.**
7. **Last, but no least, is the fact that it takes just one bit of information from your credit meeting, that you were not informed about, that could save your company thousands of dollars.**

These are not all the benefits for going to your credit groups, but again, if you only came and gathered information on one company that helped save your company a PAL (write off) at the end of the year, IT'S WORTH IT! So, get involved with your industry group, give us a call at (210)225-7106 and we may be able to find a group or start one for you.