

BCCA SEMINAR 2017

Tentative Agenda*

- Breakfast / Registration Pick-up
 - 8:00 – 8:30
- Introductions
 - Committee Chair Edward Mockus
 - 8:30 – 8:45
- Richard Hastings – Macro Strategist, Seaport Global Securities
 - Amazon-Effect, natural disasters, economy now and beyond, etc.
 - Sponsored by ABC-Amega
 - 8:45am – 9:45am
- Break – Vendor Exhibits Open
 - Drawing
 - 9:45am – 10:05am
- Bruce Nathan & Wanda Borges
 - Reprise “Spotting and reacting to warning signs of financially distressed customers and risk mitigation tools: Dodging the Bankruptcy Bullet” (Sears, Toys R Us, Payless, etc.)
 - 10:10am – 11:30am
- Customer Relationship Management (a conversation)
 - Carmen Reyes – Turner
 - Edward Mockus - moderator
 - 11:35am – 12:15pm
- Lunch
 - 12:15pm – 1:00pm
 - Sponsor Szabo Associates, Inc.
- BCCA Presentation
 - Media Whys Update
 - List of current participants
 - Programmers - How to sell idea internally
 - Success stories
 - Arcelia Pimentel (panelist); Mark Kohls (maybe); other users TBA
 - BCCA Added Value
 - Distance Learning, Directory, TFM Articles
 - Credit Search / Order Reports
 - BCCA Membership Drive
 - Share materials that would assist current members to solicit new members
 - Email for member to send to prospect...materials, etc.

- Ref requests to non-members that members can share
 - How to get involved in BCCA beyond reports
 - Ways to support the organization
 - Edward Mockus (panelist)
 - 1:00pm – 1:50pm
- Agency Policies and Procedures
 - Internal Collections Practices
 - Internal Accounts Payable Practices
 - Questions from moderator
 - Committee working on panelists
 - 1:50pm – 2:40pm
- Break – Vendor Exhibits Open
 - Peer Networking
 - “Go find someone you do not know, and introduce yourself”
 - Get their business card and enter the prize drawing
 - 2:40pm – 3:10pm
- Startup Company Valuations
 - Valuation Firm
 - Speaker TBA
 - 3:10pm – 3:50pm
- Wanda Borges & Bruce Nathan
 - “10 for 5”
 - 10 Questions / 5 Minute Response
 - 4:00pm – 5:15pm
- Reception
 - 5:15pm – 6:30pm

*Times are tentative and are subject to change.