

Excellence

September 09

A newsletter for the members of Intermountain Credit Education League (ICEL)

Thursday
September 10
Red Lion Hotel
11:45-1:15

Understanding
The Cash Flow
Statement

Speaker:
Larry Brooks
CPA, CCE

Back To School Blues

President, Erin Doll, CBA, Mountain Contractors Supply Group

It is that "back to school" time of year. Some parents of school-aged children eagerly await this while others dread it. Those not in school and those without school children don't really pay much attention. For those of us heading back into the classroom, it means a big change in our schedules and more importantly, a big change in our time.

When I was a kid, school always started the day after Labor Day. Labor Day was the LAST day of summer and we dreaded it. Kids today start school earlier so Labor Day doesn't hold the same significance. I miss those days when summer lasted a little longer.

This year school for me at the Salt Lake Community College starts on the Monday before Labor Day. This is the last class I need for the CBF & CCE requirements. I am dreading it. The other classes were fairly easy but Financial Statements II is really intimidating to me. Another reason I am dreading it is my overloaded schedule. As a parent of a toddler, I look forward to going home so I can spend some quality time with my baby who is growing faster than a weed. Going back to school means less time with him, not just on school nights, but also for the time I have to devote to studying and homework. Also, I have commitments with my church for two other nights during the week. Needless to say, my schedule is packed this fall.

Some of you may be asking, why bother? My work is not paying me to attend this class nor will it change my payscale once I am finished. It is not a requirement for my job so why am I sacrificing my time and energy? Ever since I started on the pathway to earning my CBA, I have had a goal of eventually passing the CBF exam. This is the final class I need for that goal. The reason I am willing to give up some of my time and add to my schedule is my desire to finish that goal. So far I have gained so much from this journey and even though I am not looking forward to the stress of this class and the time I am giving up, I KNOW it will be well worth it. I KNOW that once I get into the subject and start learning, it won't be so intimidating. I KNOW that once I complete this last hurdle, I will be ready to see my goal fulfilled.

I want all of you to know that if I can do this, ANY of YOU can too! And believe me when I say, you will be glad you did!!

ICEL September Luncheon

"Understanding The Cash Flow Statement" September 10, Red Lion Hotel, 11:45-1:15 p.m.

151 West 600 South, SLC, UT

Cost: \$16, Contact Georgette Bevan, CCE, 801-433-6116 or GBevan@nacmint.com

Speaker: Larry Brooks, CPA, CCE, Adjunct Faculty, Salt Lake Community College, Credit and Receivables Manager, ARUP Laboratories

What is Cash Flow ... and why would I want to know?

- Cash flow is one measure "of a company's financial health."
- Adequate cash flow is essential to the survival of a business.
- Understanding cash flow may help a credit grantor predict if/when they may get paid
- AND help you pass your professional designation exams!

August ICEL Luncheon Re-cap "In The Trenches"

by Shanna Sorge, CBF, Easton Technical Products

At our August meeting we heard from our own Penny Williams and Janae Jeffs, CCE. Penny is employed by Midwest Floor Coverings, a wholesale flooring and building products distributor. Janae is employed by Muir Enterprises, a premier perishable food distributor in the Intermountain West.

Penny spoke of her long journey down the road of credit. She spoke of her first days as a credit manager and one of her challenges of putting a very large, but very delinquent, account on credit hold. She was told by her customer that if she did not release the hold her company would lose their business. As a new credit manager her thoughts were of a lost account. As it turned out, Penny was able to find a payment plan that was acceptable to both parties and ended up not losing the account.

Penny went on to say that in the following years she depended on NACM and ICEL to teach her the finer points of credit and to give her the confidence that her decisions were based on good credit management. In June of 2009 Penny attended NACM National Credit Congress in Orlando. She spoke of the great speakers, educational classes, and all of the networking that was available. Penny encouraged all of us to start working on our bosses to let us attend Credit Congress next year which is in Las Vegas and to also remember that there are scholarships available from ICEL.

Janae began speaking of Frederick Winslow Taylor whose work is most remembered for developing a time and motion study and the one best way to get things done.

Janae next spoke of Frank and Lillian Gilbreth—one of the great husband-and-wife teams of science and engineering. Frank Gilbreth's well-known work in improving brick-laying in the construction trade is a good example of his approach. He observed that workers developed their own way of working and that no two used the same method. In studying bricklayers he noted that individuals did not always use the same motions in the course of their work. These observations led him to seek the "one best way" to perform tasks.

Janae explored some of the credit trenches we all face—organization and prioritizing. She challenged us to go back to our office and find ways to be more efficient. Janae gave some basic examples such as printing several items at once and going to get them from the printer at the same time or going to your mail room once with several pieces. She encouraged us to use the "one touch" paper theory.



Congratulations Shanna on your new CBF!

"Just Do It"

by Kelley Kunz, CCE, Martin Doors

Do you ever feel total anxiety? When I was twenty five, my brother asked if I wanted to go bungee jumping. I got that total rush of anxiety and said I would go. I found myself standing on top of the bungee tower looking down at my three year old daughter in sheer panic. I really had to give myself a pep talk. I finally said "just do it." My knees went weak and I jumped or my knees just gave out. When I got back on the ground, my daughter asked if she could do it.

Sometimes I experience the same rush of anxiety in my day-to-day activities. It could be giving a talk in front of a group of people or that confrontational collection call. Just get yourself to say, "I'll do it." Those dailey anxious moments become easier and you will grow more comfortable in difficult situations.

I felt the same emotion taking the jump to sit for my CCE exam. I got a total rush of anxiety and told Georgette "sure" when she challenged me to go for my CCE. I had taken all the classes and I had passed my CBA and my CBF exams. I really wanted the CCE designation, but I was so stressed and nervous about it. I told myself "you can do it." I had a lot of people telling me that I was ready so I took the test! I now have my CCE. I hope you will take the jump and accept the challenge of getting your designation. You can do it!



"September Spotlight"

Rebecca Calderon, Codale Electric Supply

by Carolyn Thompson, Meadow Gold Dairies

Rebecca has worked several different positions over the years. Prior to working at Codale Electric Supply, she worked collections in the Legal Department for the University Hospital with Assistant Attorney General Julie Ewing. She started as assistant credit manager at Codale Electric Supply in January of 2007, and was just recently promoted to credit manager.

Rebecca is currently studying for her Bachelor of Finance Degree at the University of Phoenix. She has three daughters and a grandson. Her oldest daughter is in school working on her CNA Certificate. Her middle daughter attends Jordan High School where she plays on the softball team and her youngest daughter just started kindergarten. As for the grandson, she says he is wearing them all out.

Rebecca's favorite activity is cooking with her girls and teaching them how to make anything in the kitchen. Their favorite adventure is making tamales for Christmas.

Welcome Rebecca to ICEL. We are glad you are here and hope to see you at the next ICEL meeting.



BBQ Bingo Birdies

Friday, September 18, 2009

Old Mill Golf Course

6080 So. Wasatch Blvd., SLC, UT

NACM Fall Outing and Golf

Activities:

- 11:00: *Swing & Swear Golf Scramble*
Prizes for high and low score
- 5:30-6:30: *Putt for dough—indoor putting challenge for cash & prizes*
- 6:00: *BBQ—chicken breast & tri tip steak, cole slaw, tossed green salad, garlic roasted “campfire” veggies, baked beans, rolls & butter, watermelon slices, fresh baked cookies & soft drinks*
- After Dinner: *BINGO BUCKS, prizes & an **Ipod Nano grand prize***



Contact Georgette to sign up and for more details: 801-433-6116, GBevan@nacmint.com

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Credit Education League

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