

Credit Line

A MEMBER NEWSLETTER

OCTOBER, 2006



Idaho Construction Law

We were reminded in our most recent Regional Contractors Industry Credit Group meeting that **CONTRACTORS WHO ARE NOT REGISTERED WITH THE STATE WILL LOSE LIEN RIGHTS AND THE RIGHT TO SUE TO COLLECT FOR WORK PERFORMED.**

It is also “unlawful” for prime contractors to engage any contractor or subcontractor who is unregistered with the state.

This law that went into effect 1/1/06 requires that the contractor’s registration

number be used on almost all public communications including the place of business, the construction site, advertising, contracts, permits, letterhead, and subcontracts. Violation of the Act is a misdemeanor punishable by a maximum fine of \$1,000 and/or six months in jail. In addition, the contractor board can impose a fine of up to \$1,000 for violation of the law. The most significant penalty is registration revocation which would deny the contractor the right to participate in the construction industry.

Under the Idaho Contractor “Registration” Act, an unregistered contractor is not entitled to file a lien. A subcontractor or supplier loses its lien rights if it works for an unregistered contractor unless it does not have actual knowledge that the contractor was not registered or it reasonably believes the contractor was registered. Failure to display the contractor’s registration number on appropriate documents and other required places might impute knowledge. There appears to be no “good faith” exception for a subcontractor or supplier who works for a contractor (including an owner who qualified as a contractor) who improperly contends it is exempt from registration.

In addition, a person engaged in construction without a required registration is not entitled to bring an action under a contract. Registration after the fact will not help—any action seeking compensation for construction must allege and prove that the person performing the construction work held a registration under the Act at all times the work was performed or that such a person is exempt. To see if a contractor is registered in the state of Idaho, go to the following website: www.ibol.idaho.gov

Credit & Sales Seminar

Improving Cash Flow

Speaker: Susan Archibeque, CCE

Wednesday, October 18, 2006



Susan and her Sales Team

Seminar Topics:

- Strategic planning, developing a plan
- Selling your plan to sales & upper management
- Gaining upper management support
- Implementing the plan, impact on sales
- Customer retention, impact on the customer
- Process improvement strategies
- Maintaining a winning team

NACM Training Center
7410 So. Creek Rd., Ste 301
1:30 – 4 p.m.
Cost: Member \$65
Additional same company \$55
Non-member \$85
Sign Up With Georgette
801 487-8781, ext. 116
GBevan@nacmint.com

IN THIS *Issue*

PAGE ONE
Idaho Contractor “Registration” Act
Credit & Sales Seminar

PAGE TWO
Be Prepared
Credit Scoring

PAGE THREE
Credit Boot Camp
New Members & Representatives

PAGE FOUR
Credit Without Education, That’s Scary!

PAGE FIVE
Calendar of Events

PAGE SIX
Board of Directors
ICEL October Luncheon

Be Prepared!

Step Ten:

Personal Preparedness

by April Tanner

Kimball Equipment

This is the tenth in a series of articles on Preparedness In The Work Place.

Let's talk about how prepared you are personally for an emergency. This section will help you prepare for those events.



Car emergency: What do you keep in your car in case of an emergency? What if you were stuck in your car for hours or days in summer or winter?

1. Have a blanket in your car for every regular rider.
2. Have several water bottles and a box of high energy food (like granola bars etc.) and rotate them yearly.
3. Have bright colored weather proof ribbon to tie to a car antenna plus a digging tool to make sure exhaust pipe is clear of snow or dirt.
4. Keep a cell phone fully charged. (After a breakdown, only use car charger when the car is running.)
5. Run the engine and heater only about 10 minutes out of every hour. Make sure you crack open a window.
6. Have ice scraper and a bag of snow melt
7. Have a flashlight and camera with extra batteries for both and jumper cables you know how to use.
8. There should be a first aid kit and hopefully a fire extinguisher.
9. ICE list in phone and glove box. (In Case of Emergency)

10. Always travel with a full tank of gas and weather appropriate gear (take a coat, boots, gloves and hat in the winter even if you don't plan on spending more than 1 minute in the weather, you never know.

In my car I also have pens, pencils, notebook, extra medicine, deck of cards, matches, a national road atlas, and Life Savers. When my son was little I had extra diapers, wipes, and a full change of clothes including shoes.

Office Emergency: Remember 9/11 and watching thousands of workers walk many, many miles to get home? Are you ready to walk home from your office? Here is a list that FEMA put out about things to have at work (in your office or desk) in case of an emergency at work.

1. Walking shoes and a change of clothes (sweats or jeans)
2. Backpack with water and granola bars etc.
3. An ICE list (IN CASE OF EMERGENCY) contacts.

In your car and wallet you should also have a small laminated card with several emergency contacts – name, phone numbers and relationship. Also list where you work and a contact person plus your insurance company. Do not list addresses, drivers license number or Social Security number in case your car is stolen.

4. Have a plan for meeting with family after an emergency (say an earthquake). Does your baby sitter know this plan?
5. Have a plan to call an out of state contact and relay information to them about what you need and your status. Have the person outside the area call your friends and family or emergency personnel to relay your status. This saves time, effort and phone lines.

Next month – Be a show-off

Introducing **CREDIT SCORING** on NACM Business Credit Reports!

At No Extra Cost!



Benefits

- **IMPARTIAL** Credit Rating
- **Quick Snap Shot**
- **Reliable**
- **Consolidated**
- **Accurate**

Credit Scoring From 0 – 100
(100 being the best score)

UNIQUE TO NACM CREDIT SCORING...

- *Trade data*
- *Flash information reported by NACM members*
- *Accounts placed for collection*
- *Public record information/legal data reported*
- *Bankruptcy information*
- *Accounts written off by members*
- *Inquiries on the credit report*
- *General/other*
- *Composite Score*

Credit Boot Camp Exceptional Credit Value!



Plan On NACM's Credit Boot Camp

October 11, 18, 25

NACM Training Center, 7:30 - 9 a.m.

7410 So. Creek Rd., Ste. 301 (1130 East)

Oct 11

Collection Calls: What really works!

Oct 18

Credit Reports:
Read, Interpret & Utilize
Everything On A Report

Oct 25

Credit Policy &
Credit Application:
Protection For
Your Company!

To enlist, call your local
NACM Boot Camp Recruiter Today!
Georgette Bevan, 487-8781, ext. 116
gbevan@nacmint.com

Basic Combat Training In Credit Survival Skills

- Develop Your Collection Courage
- Conquer Business Credit Report
- Master Applications & Policy

Instructors:

Dean Wangsgard, CCE

Dave Sekino, CCE

Scott W. Lee, CCE



Boot Camp Sargeants: Dean Wangsgard,
CCE; and Georgette Bevan, CCE

Are YOU Prepared? It's a Credit & Collections Battle Out There!

Nikki Brewer, Interior Solutions had this
to say:

"My boss received an e-mail about the Boot Camp series. He asked me if I would like to attend, I said no. I had enough collection experience and didn't need to sit through some boring seminar. Another notice was sent and he asked me to please humor him and go anyway and if I didn't think it was useful, I didn't have to go back.

So I went and came back with so much new information. I have now been through the boot camp series twice and almost all other seminars that NACM sponsors. I have learned so much!"

Welcome New Members

Academy Mortgage Corp #5562

4055 South 700 East #200
Salt Lake City, UT 84107
Industry: Mortgage Broker
Rep: Denise Bingham

Macbeath Hardwood Company #5563

2576 So. 300 West
Salt Lake City, UT 84115
Industry: Lumber Wholesale
Rep: Jennifer Avila

Interstate Battery System of Utah, Inc. #5564

786 South 950 West
Woods Cross, UT 84087
Industry: Wholesale Battery Distributor
Rep: Jennifer Corbridge

Primesource Building Products Inc. #5565

3498 West 2400 South
West Valley City, UT 84119
Industry: Building Products Wholesale
Rep: Walnetta Jeppson

Valley Game & Gourmet #5566

2476 West California Ave.
Salt Lake City, UT 84104
Industry: Food Products & Supplies
Rep: April Farmer

TASCO Engineering #5567

3375 Mayflower Way, Ste. A
Lehi, UT 84043
Industry: Construction
Rep: Shanna Crawford

WPMA #5568

4393 So. Riverboat Rd. #380
Taylorsville, UT 84123
Industry: Petroleum
Rep: Gene E. Inglesby

Innovative Excavation #5569

5403 Wells Park Rd.
West Jordan, UT 84084
Industry: Excavation
Rep: Roger Sant

Cuban Cigar, Inc. #5570

3379 West 2555 South
West Valley City, UT 84119
Industry: Convenience Products
Rep: Mark Safran

Morrison Fertilizers, Inc. #5571

990 North 500 West
Delta, UT 84624
Industry: Karen Harker
Rep: Agricultural/Commercial

Y2 Geotechnical P.C. #5572

P.O. Box 983
Layton, UT 84041
Industry: Geotechnical Engineering
Rep: Deborah A. Boivin

Member Changes

Company and Rep. Change/or addition
Praxair/Whitmore Oxygen

Ryan Luke

Rangen Inc., 4943

LeAnn Stuart

Vinyl Industries, 5069

Mindy Tilley

Flexpak Inc., 5331

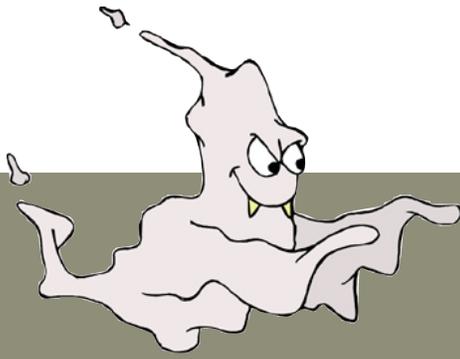
Michelle Marshall

H & E Equipment Services, 5348

Nina Flurer, CCE

Michaels Commercial Restaurant Services, 5369

Christy Howe



Credit Without Education, That's Scary!

CREDIT TRAINING – IT'S SCARY TO WORK WITHOUT IT!

by Nina Flurer, CCE
H & E Equipment Services

Why is training in the field of credit so important? Let's face it, most people in this field "fall" into the job. It is rare when an individual grows up wanting to work in credit. Yet, somehow, we find ourselves sitting at a desk and being held responsible for a sizeable portion of the company's assets. Have you ever looked at the grand totals at the end of your aging? That's a lot of money our companies are "lending" to their customers, and you are in charge of it. As if that weren't enough, credit laws are constantly changing on both the state and federal levels, and heaven help you if your company ships internationally! There is a lot more to this field than just calling people for money. How is someone with no credit training expected to keep up?

NACM is a professional organization that focuses a lot on training. Why? Because NACM understands how important it is for those working in the field of credit to keep up with all of the changes that affect their jobs. We are all busy, and we each have different needs. However, NACM offers something for just about everyone. You can network with other credit managers in your industry by attending credit groups, ICEL, or conferences. Time and again you hear the stories of someone who saved the company a lot of money, or collected an impossible debt, because of a tip they picked up by talking to another credit manager. NACM also offers classes,

boot camps and seminars on many different topics that affect credit. They are fun, they don't take long, and they are worth every penny. There are also teleconferences, where you don't even have to leave the office. You can join in from your desk with credit managers across the country to learn about topics like Bankruptcy, Letters of Credit, Sarbanes-Oxley Compliance, Collecting From the Government and much, much more. There are newsletters, magazines and the resource library for even further resources as well as the friendly staff at NACM. Often, your credit questions can be answered with just a simple phone call.

Another program I can't praise enough is NACM's accreditation program. Having the letters CBA, CBF or CCE behind your name is starting to mean more and more to employers. Does your resume stand out from the crowd? I have been working in the field of credit for ten years and just received my CCE certification this year. With those three little letters behind my name I was suddenly worth \$20,000 more per year, and was offered a job I would never have been considered for without that designation. The CCE certification has been financially more beneficial to me and my family than my Bachelor's degree. If you haven't done it yet, contact Georgette Bevan and get started today. It is worth it, and Georgette makes it easy.

Credit is a complicated field. The receivables are a large part of your company's assets, and most credit managers have limited training before being put in their jobs. This is a scary field to work in unless you have a resource for getting the training you need to keep up to date with the many issues that affect you. Luckily, NACM makes it easy for us by providing multiple resources. We just have to take advantage of what is there.

Northern Utah Mechanic Lien Seminar

Thursday, October 26
1 – 4 p.m.
4723 Harrison Blvd. #200
Ogden, UT

Seaker:
Dana Farmer, Attorney
LienCounsel

Topics:

- When to file a lien
- How do you protect lien rights?
- How to use the SCR
(State Construction Registry)
- Priority over mortgages
- Wrongful lien claims
- Liens on multiple parcels
- New lien foreclosure dates
- New penalties for failure to release lien

Cost:
Members \$65
Same Company \$55
Non Members \$85

Register with Georgette at
800-977-6226, ext. 116
Fax 801 484-1891
GBevan@nacmint.com

Code

Black : Industry Credit Groups

Red: Other events

October, 2006



WWW.NACMINT.COM

Looking Ahead:

Oct 4-6: Western Region Credit Conference (Monte Carlo) Las Vegas
 Oct 11, 18, 25: Credit Boot Camp, NACM Training Center, 7:30 - 9 a.m.
 Oct 18: Credit & Sales Seminar, NACM Training Center, 1 - 4:00 p.m.
 Oct 26: Mechanic Lien Seminar, Ogden, UT
 Dec. 7: Industry Credit Group Appreciation Seminar, Red Lion Hotel

Sat./Sun.	Monday	Tuesday	Wednesday	Thursday	Friday
1	2	3	4	5 Hardware & Lumber	6 Steel & Welders
7/8	9 Fine Paper	10 Food & Restaurant	11 Contractors CREDIT BOOT CAMP Nat'l Telemarketing	12 ICEL LUNCHEON RED LION HOTEL 11:45 A.M.	13 Concrete, Paving, Excavating & Waterworks
14/15	16 Masonry & Wholesale Landscaping	17 Printers of Utah Heating & Plumbing Floor Covering	18 Advertisers, Media Ut. County Contr. Automotive & Truck Suppliers BOOT CAMP CREDIT/SALES SEMINAR	19 Electrical Industrial Supply Roofers/Siding Whsle Florists	20 Diesel Engines Ogden Contractors So West Region
21/22	23	24 Equipment Dealers	25 CREDIT BOOT CAMP General Service General Contractors	26 NORTHERN UTAH MECHANIC LIEN SEMINAR	27
28/29	30	31			

NEW Membership Contest Turn In Your Referrals

For Quarterly \$ Drawings



Members Are In The "Know" They know what companies:

- Should be NACM members
- Need credit references
- Could use credit training
- Need help with collections
- Could benefit from Industry Credit Groups

Make sure you are in the \$10 quarterly drawings!

Referrals Made "Easy" Through...

- 1) \$10 Quarterly drawings at Industry Credit Groups
- 2) \$10 Quarterly drawings from emailed or faxed referrals

To send in your referrals and get in the quarterly drawings,
 FAX: 801-484-1891, Attn: Barbara
 email BObrien@nacmint.com

ICEL Luncheon
Thursday, Oct. 12
"Clear Cut Communication"
Red Lion Hotel
11:45 a.m. - 1:15 p.m.

Have you ever put your heart & soul into delivering your finest dialogue, only to realize that the faces on your target audience have an "ozonic glaze?"

Have you ever listened to someone who has information you want, but after a few seconds you realize that they lost you and



Georgette Bevan, CCE

you aren't willing and/or able to hang in there long enough to glean the information out of the maze?

When you understand the purpose of

your message and your target audience, you are more likely to hit your target successfully and effectively. There are simple ways to structure your communication to ensure that people will listen, pay attention and understand your communications. If you love the 5 C's of Credit, I hope you'll enjoy the 5 C's of Clear-Cut Communication.

Cost: \$13.50
 For reservations contact
 Georgette Bevan, CCE
 at 487-8781, ext. 116

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