

NACM Credit Professionals Alliance
P.O. Box 12370
Overland Park, KS 66282



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Our clients' money is more secure.



NCS
Securing Your Tomorrow
www.ncscredit.com



87% of NCS clients view NCS as a Strategic Partner.*

85% of NCS clients reduced their risk associated with extending trade credit.*

64% of NCS clients realized a reduction in their bad debt write-offs and their DSO.*

53% of NCS clients were able to increase sales due to being a secured creditor.*

* Individual results may vary.

NACM Credit Professionals Alliance
2012 Educational Seminar

Using UCC Filings and Mechanic's Liens to Improve Your Position in a Weak Economy

presented by
Jerry Bailey with NCS

Date: **March 22, 2012**
Time: **7:30 a.m. to 12:00 p.m.**
Location: **Embassy Suites**
10601 Metcalf Avenue
Overland Park, KS



About the Program & Speaker

Jerry Bailey

Jerry Bailey is currently the Executive Sales and Education Services Manager for NCS and has been with the company since 1995. Prior to coming to NCS, Jerry was a Corporate Credit Manager in the manufacturing industry for 10 years, during which time he gained a very thorough hands on experience with both UCC filings and Mechanic's Lien filings.

Jerry consults with companies daily and has spoken to groups nationwide about Article 9 of the Uniform Commercial Code, Revised Article 9, the nuances of Construction Credit, and the benefits of selling through secured transactions. His presentations cover not only the legal protections brought about by the mechanic's lien and UCC filing processes, but also practical solutions of how and when to use these tools.

UCC Filings 8:00-9:50

- Collateral and Credit Lines
- Overview and Benefits of Secured Transactions
- Different Types of UCC Filings
 - Blanket
 - Purchase Money Security Interest
- What Happens in Chapter 7
- Using UCC Filings to Leverage Payment
- What happens in Chapter 11
- Required Elements
 - Security Agreements
 - Financing Statements
- Filings rules and miscues
- Updates forthcoming to Article 9
- Recognizing opportunities to take security
 - Common objections
- Questions and Answers

Break 9:50-10:00

Mechanic's Liens 10:00-12:00

- Overview of construction credit
- Concept behind mechanic's liens
- Ladder of Supply
- Steps required to protect lien rights
 - Notice
 - Lien
 - Foreclosure or suit
- Time frames involved
- Public Construction and bond claim process
- Bonding Lines and Sureties Evaluation Process
- Federal vs. State Projects
- Bond Claims Process
- Questions and Answers

Registration Form Due by March 15, 2012

**Cost is \$35.00 per person
(continental breakfast included)**

Name: _____

Company _____

Address: _____

City _____

State _____ Zip _____

Phone _____

Email _____

Additional Attendees:

Method of Payment:

Check___ Visa___ MasterCard___

Card# _____

Exp date _____ CVS _____

Signature _____

Total _____

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