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CFDD

CREDIT & FINANCIAL DEVELOPMENT DIVISION

Orlando Chapter
P.O. Box 2615
Orlando, FL 32802

Visit us on the Web
<http://www.cfdd-orlando.org>

The Prez Says:

Hi everyone,

We are starting another year and newly elected officers have taken their positions and will make this a great year for education and growth amongst the members and members who have yet to join.

This first of many newsletters announcing all of our changes and information that will give you insight to pursue your professionalism in the world of credit and finance. I hope to see many new faces at our morning events and hope you all continue to find benefit in our organization.

See you at the next meeting.

[Cori Guyde](#), citrms, gbs

Orlando CFDD Chapter President



2007 – 2008

**CFDD ORLANDO CHAPTER
OFFICERS**

PRESIDENT

Cori Guyder
JTG Financial Services, Inc.
P# (407) 298-6111
M# (321) 704-7825
cfddcori@yahoo.com

**1st VICE PRESIDENT
PROGRAMS CHAIRPERSON**

Debbie Naccarato
The Dunn Corporation
P# (386) 226-3803
F# (386) 226-2822
debbie@dunnlumber.com

IMMEDIATE PAST PRESIDENT

Bette Luff, CCE
NACM Services Corp
(800) 351-7530, Ext # 3

**RECORDING SECRETARY /
TREASURER**

Sandra Worling
Thomas Lumber
P# (407) 841-1250 Ext # 212
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sworling@thomaslumber.com

CORRESPONDING SECRETARY

Publicity Chairperson
Jacob J. Hanselman, III CCE
Wiginton Corporation
P# (407) 585-3219
F# (407) 585-3281
jjh@wiginton.net

PARLIMENTARIAN

Member at Large
Phil Streetman, CCE
P# (386) 216-4964
pestreetman@comcast.net

Election of Officers has been completed!

At the March meeting, our new officers for the coming year have been elected. In preparation for their service, here is a list of the Offices and a description of each. Your support and encouragement of each of the board members will be appreciated as we continue to grow together.

President

The President shall preside at all meetings of the chapter. The President shall annually appoint the Chairmen of all Chapter committees and be an ex—officio member of all committees during the term of office.

Vice President of Membership (Membership Chairman)

This committee has a dual function. They need to add new members to the Chapter and importantly, they work to increase Association memberships. It is necessary, therefore, that the chairman have a good understanding of the local Association and the services it offers. The objective of the Membership Committee is to increase membership by attracting individuals and firms who are interested or active in the credit and financial fields. The Membership Chairman is also responsible for keeping accurate records of the membership and reporting membership activity to the Executive Director and the Area Director on a Quarterly basis.

**Vice President of Programs & Education
(Programs & Education Chairman)**

The objective of the Programs and Education Committee is to plan and provide stimulating and educational programs that will encourage the membership to apply for local and national scholarships that will assist in their pursuit of advancement in the Credit Profession.

It is the duty of this committee to encourage all members to make adequate preparation for opportunities in their chosen field of credit work. Sponsoring scholarships awarded by your Chapter is one of their responsibilities.

Recording Secretary

The Recording Secretary shall give notice of time and place of all meetings of the chapter and the Board of Directors, (or provide said information to the Chapter Publicity Chairman for distribution), and shall keep minutes of such meetings. The Secretary shall keep the records and correspondence of the Chapter.

Corresponding Secretary (Publicity Chairman)

Good publicity builds a Chapter. It helps to keep present members interested and attracts new members. The duty of this committee is to publicize meetings, programs and activities to Chapter members, your Association's Officers and Directors, your member's employers, peers and support groups in the business community, CFDD NEWS, Business Credit, and local news media. Then any unusual coverage that is given to your Chapter or to a member by a newspaper or trade journal, a copy of this publicity should be sent to your CFDD Area Director. Publish the Monthly Chapter Newsletter.

Treasurer

The Treasurer shall collect all monies payable to the Chapter and deposit same, under Chapter's name and Federal Identification Number, in a bank designated by the Chapter Board of Directors. The Treasurer shall keep the accounts of the Chapter in accordance with Federal 501(C)6 Tax Exempt Status, pay all bills certified correct by the President, and shall prepare and distribute a financial statement to each member when so directed by the Chapter Board of Directors.

**NACM-CFDD Meeting
Notice**

May 15, 2007

**7:15 AM – 9:00 AM
Perkins
5230 N. Orange Blossom
Trail
Orlando, FL
407-522-5015**

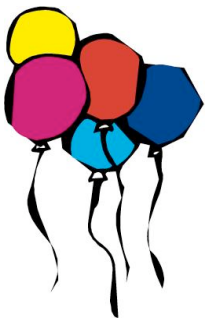
See Directions on Page 4 of this newsletter

TOPIC:

Financial Statement Analysis

Presented by:

**Jacob J. Hanselman, III CCE
Corporate Credit Manager
Wiginton Corporation**



Happy Birthday

Celesta PerMar 26th

*Tell us the month and day
of your birthday so we can
send you a Happy Birthday
Wish!*

**"Striving for excellence
motivates you; striving
for perfection is
demoralizing. -- Harriet
Braiker."**

NATIONAL CALENDAR OF EVENTS

- 04/28/2007 [Teleconference: Statistical Tools for Managing Accounts](#)
Presenter: Jack Williams
- 04/30/2007 Deadline to apply for the June 10 Certification (CBA, CBF, CCE) Exams
Note: Exam will be given at the Credit Congress in Las Vegas, NV
- 06/10/2007 Through 06/14/2007 111th Annual Credit Congress & Exposition
Bally's, Las Vegas, NV
www.nacm.org
- 9/18 – 20/03 **NACM- CFDD Pacific Northwest Conference**
Valley River Inn
Eugene, OR
visit www.cfdd.org for additional info
- 10/16 – 19/03 **CFDD Conference East**
Holiday Inn Select,
Bloomington, MN
visit www.cfdd.org for additional info
- 11/3/03 CBA,CBF & CCE Examinations
(Required paperwork id due before 9/22/03)
Visit www.nacm.org

2007 - 2008 CFDD ORLANDO PROGRAM CALENDAR

May 15 Jacob J. Hanselman, III
CCE
Wiginton Corporation

Topic: Financial Statement Analysis

CFDD Mission

Statement... The mission of the NACM Credit and Financial Development Division shall be to promote active interest in the credit and financial profession, to develop and market educational programs that are vital to the development of the effective professional, and to be a viable force within the NACM network.

CFDD Vision Statement...

To dynamically impact the National Association of Credit Management's global vision by being the leader in educational programming and direction, thereby setting industry standards for professional excellence.



Directions to the Perkins Restaurant:
5320 N. Orange Blossom Trail
Orlando, FL 32810
407-522-5015

Traveling West on Lee Road from I-4 go North (Right) on N. Orange Blossom Trail - Perkins is on the left about 1/2 mile.



CFDD Orlando Chapter

"Committed to Professional Excellence"

Meeting Announcement – May '2007

SUBJECT: Financial Statement Analysis

SPEAKER: Jacob Hanselman, CCE

DATE: Tuesday, **Morning** May 15, 2007 TIME: 7:15 am **Morning**

PLACE: Perkins Restaurant 5320 North Orange Blossom Trail
(between Lee Rd / John Young Pkwy & All American Blvd.)
Orlando, Florida Phone: 407-522-5015

COST: Members - \$5.00 plus cost of your meal. Non-Members - \$7.00 plus cost of meal.

For first time guests previewing CFDD, the meeting and your meal are free.

May Meeting

All People Involved with Credit and Finance Should Attend.

Mark your calendar now for Upcoming meetings the 3rd Tuesday **Morning** of every month.

Coming in June

Start your road map to a new Degree as a Credit Professional.

RSVP by Friday, 05/11/07

RSVP Debbie at 386-226-3803 or Email debbie@dunnlumber.com

Visit the website www.cfdd-orlando.org

CFDD Needs Your Input

While attending last years NACM National Convention in Nashville, Tennessee, I had the pleasure of listing to one of the speakers who was very talented, enthusiastic & dynamic. Dr. Alan Zimmerman covers a number of issues and provides a copy of "**The Tuesday Tip**" to anyone interested. Attached below, you'll find a copy of just one of The Tuesday Tip e-mails I've received from Dr. Zimmerman. – *Jake Hanselman*

THE TUESDAY TIP

"He who graduates today, and stops learning tomorrow, is uneducated the day after."
Newton D. Baker (1871-1937) politician

Dr. Alan Zimmerman's Comment:

You may be an oddball ... and not even know it. On one episode of the "Today Show," the announcer said, with breathless excitement, "Coming up next, we'll interview the woman who read a book a week for a year and has written her own book about the experience." Apparently, if you're an avid reader, you're an anomaly.

Sad but true. Despite our vehement attacks on illiteracy, not very many people take the time to read ... to really read. We're becoming a society that wants to have all our information spoon fed to us. We want the news to be digested for us in a quick and simple Internet e-mail or TV sound bite. And we limit our reading to headlines, stock quotes, and sports scores.

Of course, you may think, "What's the big deal?" You may think I'm sounding rather old-fashioned and stodgy, pushing reading in a world that is so busy and so filled with electronic messages. The big deal is if you skip reading ... you lose the ability to interpret, evaluate, and consider information for yourself. You lose the ability to think. Or as actor Paul Frank (1901-1983) said, "The only reason some people get lost in thought is because it's unfamiliar territory."

I'm finding that more and more people want other people to do their reading and thinking for them. I see it all the time in my speaking and consulting business. I see it in individuals who want me to help them achieve their goals, and I see it in managers, leaders, and executives who want me to help them excel.

When such people come to me, I often start by asking them a number of questions. I want to know what books they've read, what seminars they've attended, and what CD's they've listened to in pursuit of their goals. I'm delighted by the number of people who seek me out and ask questions on how to be more successful in their professional or personal lives, but I'm frequently dismayed by their lack of reading, homework and research.

For example, I got an e-mail from a man the other day who had several goals he wanted to achieve. He wanted to build a stronger team at work, a healthier relationship at home, and a bigger bank account overall. He wanted to move up in his company, enhance his leadership skills, and not lose his work-life balance in the process. He wanted me to tell him how to achieve all of that.

And I certainly could. That's what my JOURNEY TO THE EXTRAORDINARY experience is all about. And if you want, you can even take a free guided tour of the JOURNEY by going to <http://www.journeytotheextraordinary.com/>

So I asked the man what books he had been reading on these subjects. He sputtered and hesitated. Then said he was too busy to read. And I asked him which seminars he had attended to gain the success skills he needed. He responded that he didn't have the money -- or didn't want to spend the money -- on seminars. The bottom line was he had done nothing, zip, zero to move himself in the direction of achieving his goals.

I don't mean to sound too harsh, but his answers were pathetic. After all, just about anyone can become competent at just about anything. There are books, seminars, CD's, newsletters, teachers, coaches, and associations that can offer an abundance of information on any skill you want to acquire or on any problem you want to resolve.

Put simply, ignorance on any subject is fixable. Stupidity ... on the other hand ... well, that's another story. If you want to have more, you've got to become more. And part of that becoming will require additional reading on your part. Here's what I've learned.

1. Readers Maintain A Healthy Curiosity.

Forget the old adage that "curiosity killed the cat." Curiosity is the very thing that uncovers opportunities and makes people financially secure. Through reading, you put varied ideas, viewpoints, examples, and the experiences of other people into your mind. It's the raw material through which your subconscious mind will sift, sort, and match up with other pieces of data so you can occasionally yell out "Holy Cow" as you find something valuable.

Key point: You can't make something out of nothing. You can't pull success out of the air. You've got to start with some raw material. And that means you've got to read. Reading feeds your mind and keeps your curiosity working for you.

2. Readers Take Advantage of O.P.E.

Unlike so many other people, readers don't have to learn everything the hard way. They don't have to go through the painstaking process of trial and error. Readers use "O.P.E." or "Other People's Experience", so they move ahead much more quickly.

Now don't misunderstand me. I'm not saying that ALL you have to do is read and you'll be successful. No! There are lots of people who sit on their butts, and read, read, read ... but that's ALL they ever do. You've got to add action to the O.P.E. you get.

As Ivan R. Misner, a business leader, notes, "Working hard is only the first part of success. Making good choices is the second part, and it truly takes both to achieve success at whatever you do." And good choices, I might add, come from reading the right books and attending the right classes.

3. Readers Are More Fully Alive.

You see it in kids and adults alike. The kid who reads is often asking hundreds of questions a day. He's filled with energy, creativity, and a zest for life. You won't find nearly as much enthusiasm in the child who spends most of his time watching TV or playing video games.

The same goes for adults. The adult who doesn't read or who doesn't expose himself to other people's thinking, soon finds his own range of thoughts shrinking in size. He becomes ... in the classic sense ...rather narrow minded ... not to mention out of date ... which is a far cry from being fully alive.

I implore you to read ... and to read BEFORE you need to. I can't tell you how many people have written to me and said they could have built an incredible work team or saved their marriage ... if they had read my book on "Brave Questions: Building Stronger Relationships By Asking All The Right Questions" ... BEFORE they had all their problems.

And many others have told me they wished they had read my book on "PIVOT" How One Turn In Attitude Can Lead To Success" years BEFORE. It would have made their lives a whole lot easier and a great deal more successful.

If you'd like to get either one of these books, you can go to <http://www.drzimmerman.com/tools/products.htm#Books>

Just remember, the book you didn't read can't help you. The seminar you didn't attend can't change your life. And yes, if you're a reader, you may be an oddball ... because so few people bother to read. But as I study success and successful people, if you're a reader, you're on the ball.

Action:

There's obviously too much good stuff to read in the world. So find a way to discover the truly excellent stuff and get in the habit of reading at least one of those excellent books each month.

Make it a great week!
Dr. Alan Zimmerman

There are a number of classes available on-line through NACM National to help members pursuing their professional designations as a –

- CBA – Credit Business Associate
- CBF – Credit Business Fellow
- CCE – Certified Credit Executive

These classes are a great way to pursue your continuing education on line. You can go to the NACM National website @ www.nacm.org for additional information.

Date	Event	Contact
May 7 thru Aug 18	Accounting Online Course Registration open from January 15-March 9, 2007	NACM Meetings Dept. 410.740.5560
May 7 thru Jul 28	Business Law Online Course Registration open from January 15-March 9, 2007	NACM Meetings Dept. 410.740.5560
May 7 thru Jul 28	Credit Law Online Course Registration open from January 15-March 9, 2007	NACM Meetings Dept. 410.740.5560
9-May	Teleconference: Tips for Tracking down Deadbeats Presenter: Bruce Dubinsky, MST, CPA, CVA, CFE	NACM Meetings Dept. 410.740.5560
May 10-11	FCIB Forest Products Export Credit Group Meeting Toronto, Canada	FCIB 410.423.1840
20-May	FCIB's International Credit & Risk Management Online Course	FCIB 410.423.1840
21-May	Deadline to apply for the July 23 Certification (CBA, CBF, CCE) Exams	NACM Education Dept. 410.740.5560
May 21 thru Jul 13	Online Accounting Registration: September Session Registration open through July 13	NACM Meetings Dept. 410.740.5560
May 21 thru Jul 13	Online Business Law Registration: September Session Registration open through July 13	NACM Meetings Dept. 410.740.5560
May 21 thru Jul 13	Online Credit Law Registration: September Session Registration open through July 13	NACM Meetings Dept. 410.740.5560
23-May	FCIB-NACM Southwest International Business Day Las Colinas Country Club (Irving, TX) Dallas, TX	FCIB 410.423.1840
23-May	Teleconference: Letters of Credit Presenter: Mark Berman, Esq.	NACM Meetings Dept. 410.740.5560