

Hello, Fellow Members,

Well, 2010 is finally over, and we have a new year and a fresh start for 2011. With a new year, it is time to make those resolutions for bettering ourselves in the coming year.

First, we should resolve to better our credit education. A myriad of educational opportunities await us in the coming year. NACM Southwest offers monthly seminars on a variety of credit-related subjects. NACM National hosts weekly teleconferences on many different topics, as well as the National Credit Congress, to be held in Nashville this May. This fall NACM South Texas will host the annual All-South Credit Conference.

Second, we should resolve to attend our monthly credit group meetings, make sure our information is turned in on time and accurately, and participate in the discussions. The best credit education available to all of us is in our industry groups.

Next, let's resolve to use our Association more in the coming year. NACM Southwest offers the highest quality credit reporting available. Our Collection Department is top-notch, and is one of the most highly respected collection bureaus in the entire NACM system. Our Bankruptcy and Insolvency Department stands ready to help you with those distressed debtors. And don't forget – when you use the services of your Association, you are helping to keep prices down for all of us. The more successful our Association, the more products and services we can bring you at a lower cost than most of our competition.

Lastly, I would like to encourage all of you to attend our annual General Membership meeting, which will feature the installation of Officers and Directors and the announcement of our Credit Executive of the Year. The meeting will begin with an expo of products and services to the credit manager, such as the American Bankruptcy Institute, Connection Center, Dun & Bradstreet, Equifax, Fifth Third Bank, NACM Shreveport, NACM National, Robert Half, SkyMinder, Trade Risk Group, and United TranzActions. Featured speakers will be Robin Schauseil, NACM National President, to give us an update on your National Association, Toni Drake, CCE and Greg Powelson, talking about the 10 Things a Credit Manager Should Not Do, and Nate Gomez, a terrific motivational speaker. And, of course, there will be DOOR PRIZES!!! I hope to see all of you at Las Colinas Country Club on Wednesday, January 19 – the meeting begins at 11:00 a.m. with the expo, and will conclude with at about 2 p.m., when the expo will reopen.

This will be my last article as your Chairman, and I would just like to add that it has been an honor and a privilege to serve as Chairman for 2009-2010. But I also look forward to letting Don Smith, CCE take the reins while I sit back and take it easy serving as Councilor for the coming year. Please give your support to Don – I know he will do a great job as your Chairman for 2011.

HAPPY NEW YEAR!!!

DAVID WATSON, CCE

Olmsted-Kirk Paper Company



WELCOME NEW MEMBERS

Bellinger & DeWolf LLP
EMIT Technologies, Inc.
Halshall Plumbing, LP
Key Energy Services
Premier Paving
Walters Townsend & Schaelen

YOUR COMPANY'S BOTTOM LINE

By using NACM Southwest to handle your business debt collections, you can expect:

- the best, most qualified in the business
- tested and proven commercial collection techniques
- the highest standards of excellence and professionalism
- preservation of your relationship with your customer
- reliably consistent results

We maximize your profits and increase your company's bottom line.
Call us today, 972-518-0019.

FIND YOUR MEMBER NUMBER!

Find your company's member number hidden within the text of this issue, and you will win a restaurant gift card! Just email Laura Smith - laura@nacmsw.com - and tell her where you found your number to claim your prize! Happy hunting!



CAREER DEVELOPMENT

ENGAGE. YOUR MIND. YOUR PEERS. YOUR CAREER

EDUCATIONAL SESSIONS

Annual Membership Meeting

▶▶ January 19, 2011

Post Judgment Remedies

▶▶ February 11, 2011

Bonds & Liens

April 6, 2011

more information coming soon

CERTIFICATION PROGRAMS

CAPIII Financial Statement Analysis

Registration form ◀▶▶

Certification Exam Schedule ◀▶▶

Congratulations!

The following members have successfully completed the requirements for the CCE, CBF & CBA designations. Their accomplishments attest to their knowledge, credit contributions and drive for higher education.

Randy Dacus, CCE, Lennox Industries

Penny Strong, CBF, Wilson Company

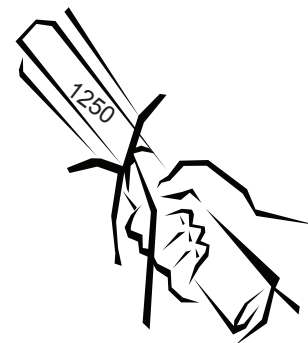
Dequila Blackmon, CBA, Lehigh Hanson, Inc.

Cheryl M. Brown, CBA, Fossil Partners, LP

Kevin Richard Day, CBA, Lehigh Hanson, Inc.

Kevin D. Lewis, CBA, Lehigh Hanson, Inc.

Tammy Ricklic, CBA, TXI - Texas Insturies



SCHOLARSHIP OPPORTUNITIES

Credit Congress scholarship:

Alton Tipps, as many of you remember, was an active member of NACM Southwest for many years. A scholarship fund was created in his memory, which covers registration fees to the NACM National Convention (115th Credit Congress - Nashville, Tennessee - Gaylord Opryland Hotel - May 22 - 25, 2011).

If you are interested in applying for this scholarship, please contact Katie Sartin by email, katie@nacmsw.com.

The deadline for applications is February 15, 2011.

College tuition scholarship:

The Theodore Roepe Memorial Scholarship was created to honor long time NACM member Ted Roepe. The \$1,000.00 scholarship is awarded to the top graduating high school senior of an NACM Southwest member or staff personnel who has achieved academic excellence while also being involved in high school and community activities.

Applications are available by emailing Katie Sartin, katie@nacmsw.com.

The deadline for receipt of completed applications is April 1, 2011.



TAKE A LOOK

INFORMATION FOR YOUR CAREER

I Made a Mistake in My Lien Affidavit

Article provided by:
Rebecca A. Hicks, Esq.,
Bellinger & DeWolf, LLP

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Credit Learning Center

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Experian Business IQ
Advance Your Business

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Be Careful Who You Call a Deadbeat!

Article provided by:

Randall K. Lindley, Esq., Bell, Nunnally & Martin LLP

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