

# ONLINE BUSINESS CREDIT PRINCIPLES COURSE

Approved for the National Association of Credit Management Certification Program

Upon successful completion of this on-line course, you should understand the role of credit in financial management, the components of effective credit department systems and procedures, specific government regulations that pertain to business credit, credit and policy procedures, selling terms, negotiable instruments, the Uniform Commercial Code, credit investigations, financing and insurance, business credit fraud, factors associated with credit limits, out-of-court settlements, and bankruptcy.

## Here's what you get:

- Weekly live lectures with the instructor using CMA's popular Webinar presentation format
- 24/7 access to an online classroom where you can find all course materials, get and post assignments, and interact with the instructor between lectures
- Online forums where you work with classmates on team projects and case studies
- Online Midterm Exam
- NACM Certification credit toward the Credit Business Associate (CBA) Designation

## Why take this course online?

- Take the entire course from your office or home — no travel required, ever
- This is not self-study — get live, personal attention from an experienced, qualified instructor, and learn from classmates
- Complete the course in just ten weeks



## **YOUR INSTRUCTOR: Paul Beretz, CICE**

Paul is the founder of Pacific Business Solutions, a Q2C partner, and brings over 30 years of global experience in credit, finance and management with industries such as telecommunications, semi-conductors, forest products, chemicals, plastics and consumer products. He is on the faculty of St. Mary's College, teaching in undergraduate and graduate degree programs and has helped create and instruct in on-line certificate programs for FCIB and CMA. Paul received his BBA from the University of Notre Dame, an MBA from Golden Gate University, the Executive Award from the Graduate School of Credit and Financial Management at Stanford University and a CICE designation from the FCIB association.

## **COURSE SCHEDULE**

Orientation: Sept, 4, 2007 at 4:00 pm (PDT)  
Course begins Wed., Sept. 5, 2007  
Live lecture Wednesday from 4 - 5 pm (PDT)  
10 weeks lecture

## **INTRODUCTORY PRICE**

CMA Member \$899 per person,  
Non Member \$999 per person,

## **EQUIPMENT REQUIRED**

You must have simultaneous access to the Internet and a telephone.

## **REGISTRATION**

Log in to [www.anscers.com](http://www.anscers.com) and go to anscers Events to register, or fax in the Registration Form.



# Online Business Credit Principles Course Registration Form

Please fax your form to (Start Date Wednesday, September 5, 2007):  
Debbie Mendoza, CMA Business Credit Services  
**FAX: 510-346-6020**

Class is limited  
to 20  
attendees.  
Reserve your  
seat early.

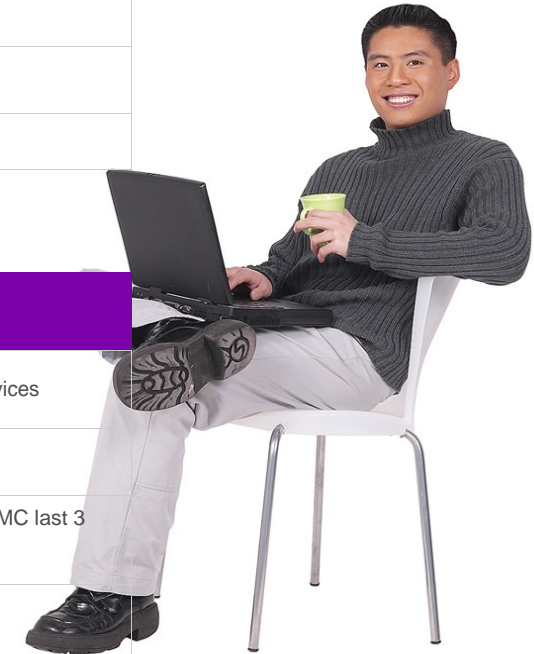
## ATTENDEE INFORMATION

First Name:	Last Name:	Title:
Phone:	Fax:	Email:
Company:		CMA Member #:
Mailing Address:		
City:	State:	Zip:

Are you registered with the National Association of Credit Management Designation Program?

## PAYMENT METHOD

<input type="checkbox"/> My company is a CMA Member, please bill us on our next statement	<input type="checkbox"/> Check is enclosed made payable to CMA Business Credit Services
Please charge to: <input type="checkbox"/> Visa <input type="checkbox"/> MC <input type="checkbox"/> Diners <input type="checkbox"/> AMEX	Card Number:
Name of Cardholder:	Security Code (for AMEX 4 digits on front of card, for VISA and MC last 3 digits on back):
Signature:	Exp. Date:



Cancellations must be received 48 hours prior to the first night of class to receive a full refund. Substitutions are allowed. There are no refunds or cancellations after student attends the first night of class.

Any questions about the Business Credit Principles Course?  
Please contact Debbie Mendoza at 510-346-6000 Ext. 222