

Portfolio Management in a Tough Economy Training Course

The IFA will be conducting a training course entitled Portfolio Management in a Tough Economy. This unique course is designed specifically for factors in today's economic climate. The course will be held April 22nd, 2009 at the JW Marriott Grande Lakes in Orlando.

These are unprecedented times, even the economic downturn of the early 1980's does not compare to the environment we find ourselves in today. As a factor you have to be able to consistently block and tackle to be able to manage your portfolio in a way that protects your company while still providing outstanding customer service to your clients. Whether you are an owner or manager of a factoring company, an account executive or in business development, you will learn what it takes to continue being successful with factoring.

At a minimum we will be discussing the items below:

- How the Economy is Affecting the Factoring Industry Today
- Trends in New Business Opportunities
- How to Position Factoring Services in 2009
- Industries in Decline Stages
- Business Risks Factoring Clients Will Face in 2009
- Getting Back to the Basics
- Identifying Your Box and Staying There
- Current Portfolio Monitoring Techniques
- Block and Tackle Before You Get Burned
- Debtor Credit Evaluation Tools
- Assessing the Value of Current Collateral Today
- Appraising Current Clients
- Trending

We have selected two industry experts to conduct this training course. The instructors were selected because of their experience, in depth knowledge and commitment to factoring. Teaching this course will be:

Allen Frederic Jr., President, Gulf Coast Business Credit

Allen is President/CEO of Gulf Coast Business Credit, headquartered in New Orleans, LA. Prior to Gulf Coast, Frederic was a Senior Vice President at KBK Financial, a Turnaround Specialist with his own firm and CEO of First Bank and Trust, New Orleans. Mr. Frederic's 35-year commercial finance and banking career also included managing a regional office for a subsidiary of Bank Paribas, Chief Credit Officer with a major New Orleans bank; six years with Interfirst Bank Texas (currently Bank of America) where he ran Louisiana operations, and nine years at First National Bank of Commerce, New Orleans. Mr. Frederic has an MBA from Louisiana State University and served as a Captain in the United States Army.

Darla Auchinachie, Independent Consultant

Darla has been actively involved in commercial finance for some 17 years. She has served as Operations Manager for several national factoring companies and has also established a solid reputation as a consultant for Factoring operations throughout the US and Canada. Darla is a regular speaker at IFA conferences and a co-instructor for the Loan Officer and Account Executive training programs. Darla believes in a business philosophy that espouses education and "best practices", she regularly shares her experience and expertise with others in the Factoring community.

The registration fee is \$445 for members of the IFA and \$495 for non-members. The registration fee includes tuition, course materials, coffee breaks and lunch.

Course Outline

Because the landscape is rapidly changing, we will also be prepared to tackle any new issues which may be relevant to factoring in 2009.

1. How is today's Economy impacting Factors?
 - 1.1. Environmental Issues
 - 1.2. Sensitive Industries
 - 1.3. Decline Stage Industries
 - 1.4. Business Risks
2. Getting Back to Basics
 - 2.1. Defining your space
 - 2.1.1. What your company's risk appetite is - what it is not
 - 2.1.2. Review areas such as client profiling, including concentration, industry and state of lifecycle
 - 2.1.3. Be tough stay in your box
3. New Business
 - 3.1. Where it is coming from
 - 3.1.1. Referral Sources, Internet, other factors
 - 3.2. How to position your company in 2009
4. Current Portfolio
 - 4.1. Focus on Debtor Trends
 - 4.1.1. Purchases, Collections, Charge-backs, Net Dilution
 - 4.2. Focus on Debtor Credit
 - 4.2.1. Is their financing secure?
 - 4.2.2. Resources available
 - 4.2.3. Use of credit applications –
 - 4.2.3.1. Other places to go for references
 - 4.3. Collateral Integrity
 - 4.3.1. Caveat Emptor
 - 4.3.1.1. Completed Sales
 - 4.3.1.2. Billing in advance/arrears
 - 4.3.1.3. Maintenance Billings
 - 4.3.1.4. Purchase Orders Clauses
 - 4.3.1.5. Vendor Agreements
 - 4.3.1.6. Service Agreements
 - 4.3.1.7. Concentrations
 - 4.3.2. Collections
 - 4.3.2.1. Actual Payment Activity
 - 4.3.2.2. Collection Calls
 - 4.3.3. Client Trends
 - 4.3.3.1. Sales Volume
 - 4.3.3.2. Collections
 - 4.3.3.3. NFE
 - 4.3.3.4. Dilution
 - 4.3.3.5. Aging Analysis
 - 4.3.3.6. Client Compliance
 - 4.3.3.6.1. Why AP Matters more than ever
 - 4.3.3.6.2. AR. FS and Payroll Taxes
 - 4.3.4. Fraud Detection
 - 4.3.4.1. Red Flags



Portfolio Management in a Tough Economy
 April 22, 2009
 JW Marriott Grande Lakes
 4040 Central Florida Parkway
 Orlando, FL 32837



Names: _____

Company: _____

Address: _____

City/State/Zip: _____

Telephone: _____ Fax: _____ E-mail: _____

Job Function: _____

Time in the Factoring Industry: _____ Time in position: _____

HOTEL INFORMATION
 JW Marriott Orlando Grande Lakes
 Reservations must be made through the Hotel by calling 800-576-5750
 Request the Factoring Conference group rate
 Room Rate \$209

REGISTRATION FEE:

\$445 IFA Members

\$495 Non-IFA Members

(Includes: course materials, continental breakfast, lunch, and breaks)

A 20% cancellation fee will be charged. No refunds will be given for cancellations after March 20th.

Payment Information:

Charge to my: Visa MasterCard Discover American Express

Card No: _____

Name on Card: _____ Exp. Date: _____

Or: Check Enclosed Bill Me

Return to:
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