Human Resources and the Credit Manager

As a credit professional, we are called on to manage a company’s largest asset – it’s A/R. But is it? Today’s company succeeds or fails largely because of its employees. If you hire, discipline, review, or terminate personnel, then this seminar is for you.

The program length is 1 to 4 hours. It could be presented as a series of 2 or 3 one-hour session or as a single half day seminar. It would be best lead by a human resource manager or HR attorney. It could be given by a credit manager with supervisory experience and 2+ years of experience. A HR attorney is recommended for a question and answer session.

The target audience is very broad, including business owners, human resource managers, credit professionals and staff members in a supervisory position. Marketing efforts should emphasize the importance of Human resource issues and legal ramifications in today’s business climate. A marketing technique would include a flyer to trade and professional associations.

Program content highlights
✓ Don’t lose in one moment what your company has worked years and years to acquire
✓ Today’s changing and voluminous laws make this program a must
✓ Learn why your company should adopt a policy “if it’s not written down, it didn’t happen”
✓ Protect your assets using these 3 important words
   • Publish
   • Consistency
   • Document
✓ You can’t afford NOT to attend this seminar
✓ Learn about hiring, firing, rewards and discipline
✓ Terrific examples of forms and written policy