

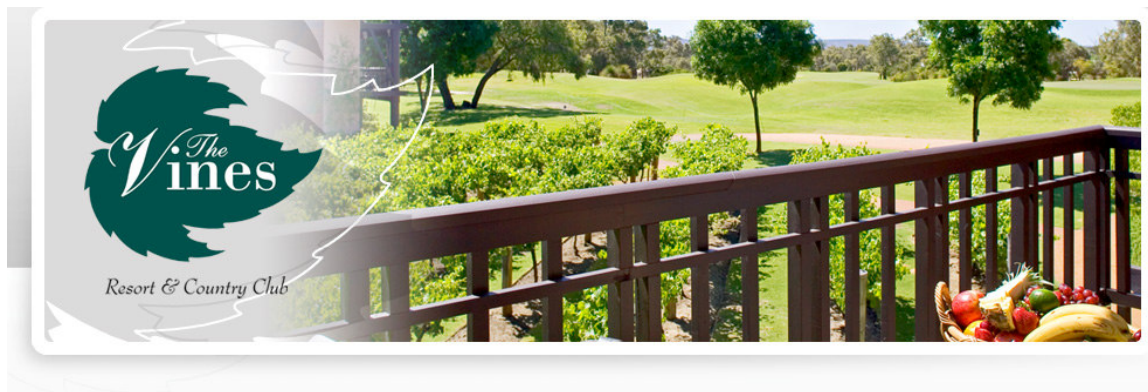


AICM Western Australia Proudly Present...

The 2010 Symposium

*The Vines Resort & Country Club
Friday 10th September – Saturday 11th September 2010*

AN EVENT YOU WILL NOT WANT TO MISS!



The Western Australian division of the AICM would like to offer you and your associates within the Credit Management industry an opportunity to attend interactive workshops, seminars and exclusive networking events at the inaugural two day Symposium.

It is a very important time in the Credit Management industry, as the world recovers from the Global Financial Crisis and the increasing pressure on the ever changing duties and responsibilities of the Credit Manager to their companies. This is an event you do not want to miss out on!

Our Sponsors:



For more information, contact the AICM WA Division office 08 9427 0816

Networking 1: Golf

Get a team together of business partners or clients and enjoy this wonderful course. Continually rated in the Top 10 courses in Australia, their sculptured fairways form a stunning vista at The Vines located in the beautiful Swan Valley.

Golf will be Ambrose style and to conclude the afternoon, there will be a Golf Presentation. If you wish to freshen up, the clubrooms offer fantastic amenities to allow you to do so.



Networking 2: Wine Tour

After a light lunch and as the golfers tee off, the wine tour will leave The Vines Resort to visit some of Western Australia's premium wineries of the Swan Valley. At one winery you will be able to sit back and relax whilst enjoying a local cheese platter. All wineries have a selection of local produce for you to discover.

Accommodation

Accommodation is included in Option 1 and 3 (Friday night only); any additional accommodation enquiries should be directed to **The Vines Resort** at www.vines.com.au or on (08) 9297 3000.

Program

Day 1 – Friday 10 th September 2010 CCE points for workshops only = 6		Day 2 – Saturday 11 th September 2010	
8.30 – 9.00	Registration	8.00 – 9.00	Breakfast
9.00 – 9.15	Welcome: Kevin Allen, President WA Division	9.30 – 12. 30	Golf (9 Holes)
9.15 – 10.00	Effective use of Social Media for Business Application Examination of the effectiveness of YouTube, Twitter, Facebook, MySpace and LinkedIn, MSN and email applied to business situations. Carolyn Hall, Block Branding	9.30 – 12. 30	Wine Tour
10.00 – 10.30	Morning Tea		
10.30 – 11.15	Statutory demand process under Corporations Act Raff Di Renzo, Price Sierakowski		
11.15 – 12.00	Insolvency and Bankruptcy Update Ian Francis, Partner, Taylor Woodings		
12.00 – 1.00	Lunch		
1.00 – 2.30	Personal Property Securities Update – Open Forum Panel – Frank Vredembregt, National President AICM Mark Engelbert Partner, Taylor Woodings Mike Murphy, Credit Manager, BGC		
2.30 – 3.15	Who is suffering the most – and for how long Steve Thomas, Manager, NCI WA-NT		
3.15 – 3.45	Afternoon Tea		
3.45 – 4.30	Creating successful teams – exploiting diversity, avoiding conflict Steve Mitchinson, Partner, Team Red		
7.00 – 7.30	Pre-Dinner Drinks		
7.30 onwards	Dinner		

Speaker Profiles

Carolyn Hall, Block Branding

Carolyn has worked in both Europe and the USA on cutting edge marketing and communication systems and spent a number of years as the communications director of the Royal Automobile Club (RAC). Carolyn's previous experience also extends to the financial industry, where she held a number of key management positions in London at firms including Citibank, Mellon Bank and Bankers Trust. These positions encompassed the supervision of virtually every aspect of marketing communications, including brand management, account planning, advertising, public relations and customer relationship management.

Raff DiRenzo, Price Sierakowski

Raffaele has over 10 years experience in commercial and corporate litigation including advising and acting for clients in matters involving corporation's law, banking and financial services litigation, complex debt recovery, contract and property disputes, restraint of trade disputes and trade practices law. Raffaele has also acted for insolvency practitioners, creditors and directors in relation to matters arising out of liquidations and voluntary administrations. Raffaele was admitted as a practitioner in the Supreme Court of WA and the High Court of Australian in 1999. He has a Bachelor of Laws and Bachelor of Business (Accounting).

Ian Francis, Partner, Taylor Woodings

Ian's career began in 1986 where he joined a firm of chartered accountants as an undergraduate has then completed his Bachelor of Commerce degree. Ian has extensive experience in undertaking financial investigations and evaluations for a range of clients in industries as diverse as building and construction, retail, property, mining, transport, fishing and rural services. Ian was a board member of the WA State Committee of the Insolvency Practitioners Association of Australia from 1994 to 2007 and was a national board member from 2003 to 2006. Ian is a Registered Liquidator, and Official Liquidator and a Registered Trustee under the Bankruptcy Act.

Frank Vredenburg, National President AICM

Frank Vredenburg is the current National President of the AICM, is a CCE and served on the WA Division Council for 18 years prior to being elected as National President. He is also a Fellow Professional of the National Institute of Accountants. Frank has been involved in the Credit Industry for the past 35 years in both the finance and the general commercial fields and has presented various papers to both the AICM and NIA on Credit matters. He is the Group Credit Manager for Automotive Holdings Group Ltd.

Mike Murphy, Credit Manager, BGC

Mike Murphy is a Certified Credit Executive, has over 30 years experience in the credit industry and is currently the Group Credit Manager of BGC (Australia) Pty Ltd which has an annual turnover of over \$2.5B. He is a qualified trainer and workplace assessor as well as being responsible for the establishment and delivery of RTO courses for the WA Division. Mike is the past Australian President and Chairman of the Board for the AICM.

Steve Thomas, Manager, NCI WA-NT

Steve has been involved in the credit industry for over 30 years in senior Credit Management and State Manager roles. He is a Past WA President and current WA Division Director of the Australian Institute of Credit Management and State Manager (WA & NT) for National Credit Insurance (Brokers) PL.

Steve Mitchinson, Partner, Team Red

Steve has worked in credit & customer management roles with some of Australia's most successful enterprises and has over 20 years experience successfully delivering complex change programs that have improved efficiency and delivered award winning customer service outcomes in the consumer, commercial and public sectors. After working in significant roles with BOC Gases, Dept. Planning & Infrastructure, B Digital and SOUL Communications, Steve commenced his own consultancy practice – TeamRed Solutions in 2007.



Australian Institute of CREDIT MANAGEMENT

Registration & Fees

**AICM Western Australian Division 2010 Symposium
Friday 10th September – Saturday 11th September 2010**

Registration – Tax Invoice M11WE301

First name Surname Member Y/N

Name of Company

Telephone.....Email

Mailing Address Post Code

	<u>AICM MEMBERS</u>	<u>AICM NON MEMBERS</u>
Option 1: Full Program + Dinner + Golf / Wine Tour + Accommodation for <u>Friday Night</u> Please Tick: Golf <input type="checkbox"/> or Wine Tour <input type="checkbox"/>	\$ 690 <input type="checkbox"/>	\$ 790 <input type="checkbox"/>
Option 2: Full Program + Dinner + Golf / Wine Tour + No Accommodation Please Tick: Golf <input type="checkbox"/> or Wine Tour <input type="checkbox"/>	\$ 490 <input type="checkbox"/>	\$ 590 <input type="checkbox"/>
Option 3: Friday Only + Full Program + Dinner + Accommodation	\$ 595 <input type="checkbox"/>	\$ 695 <input type="checkbox"/>
Option 4: Friday Only + Full Program + Dinner + No Accommodation	\$ 385 <input type="checkbox"/>	\$ 485 <input type="checkbox"/>
Option 5: Dinner Only	\$ 99 <input type="checkbox"/>	\$ 110 <input type="checkbox"/>
Networking 1: Golf Day (Nine Holes)	\$ 69 <input type="checkbox"/>	\$ 69 <input type="checkbox"/>
Networking 2: Wine Tour	\$ 69 <input type="checkbox"/>	\$ 69 <input type="checkbox"/>
Total	\$ _____	\$ _____

NB: Life Members, Retired Members, CCE Members & Members Partners are offered a 10% Discount

ALL PRICES INCLUDE GST!

Please find enclosed cheque payment of \$

OR

I wish to debit my credit card \$..... **Please note: All credit card payments are subject to a 3% surcharge**

Visa/MasterCard/Amex/Diners#..... Expires..... /

Cardholders Name (printed) Signature.....

OR

EFT Payment – Bank details as follows:

Commonwealth Bank, Artarmon NSW – BSB 062 104 Account: 1003 9560 (please quote name)

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