

October 19, 2011, 1:00 PM to 5:00 PM
Fort Lauderdale, Florida

Agenda

Overview

Join NCS' Executive Sales and Education Services Manager Jerry Bailey for a comprehensive look at the benefits of UCC and Mechanic's Lien filings. You will learn how to secure your tomorrow, especially during the economic credit crisis. This program will:

- Increase your knowledge of secured transactions
- Reduce your DSO and improve your cash flow
- Deliver solutions that will improve your working capital

1:00 - 3:00 PM

An Advanced Look at UCC Filings

The UCC portion will explain why filing a UCC financing statement (under Article 9) offers protection in a bankruptcy or default and how a UCC filing secures collateral in agreement with your customer's promise to pay. Topics to be covered:

- NCS' Uniform Commercial Code Experience
- PPSA, Canadian Filings
- Overview of Secured Transactions
- Basic UCC Filings—Chapter 7, What Happens?
- Purchase Money Security Interest Filings
- Chapter 11, What Happens?
- Types of Filing: Which is Right for Your Industry?
- Leveraging Default
- A Uniform Code--Similarities and Differences
- Security Agreements and Financing Statements
- Forms and Filing Rules
- Collateral Descriptions
- Incorporating Security into Your Business
- Common Objections and How to Overcome Them
- The Impact of Subordination

3:00 - 3:15 PM

Break

3:15 - 5:00 PM

An Advanced Look at Mechanic's Lien Filings

The Mechanic's Lien filings portion will feature an in-depth look at the lien and bond claim process and how to secure your right to get paid when extending credit on construction projects. Topics to be covered:

- Justifying the Credit
- A Brief History of Mechanic's Liens
- Types of Liens
- Terms, Legal Procedures and Ladder of Supply
- Reasons for Filing a Lien
- Unpaid Balance vs. Full Amount Lien States
- Seeing the Project Through
- Waivers
- State Laws: Similarities and Differences
- Public vs. Private Construction
- Foreclosure Considerations
- Bonds: Definitions and Types
- Obstacles
- Miller Act
- Public Improvement Liens
- Bonds and Private Construction

For more information call NCS at 800-826-5256 or email: SecureYourTomorrow@ncscredit.com