

Doing Business

Agenda 5TH WORLD CREDIT CONGRESS & EXHIBITION

08:30 AM - 09:00 AM

Foyer / Registration & Welcome Coffee

11:00 AM - 11:30 AM

Foyer Coffee Break & Networking

11:30 AM - 01:30 PM

Optimizing Credit Value in the Supply Chain

Presented by:

[Patrick O. Connelly](#)

PhD FICM, ICRP, CGBP

Tao Institute for Credit Risk Mgt.

Adjunct Professor, author

Content:

- Optimizing Top and Bottom line
- Driving Profitable Sales Growth
- Portfolio Development

09:00 AM - 11:00 AM

Key Success Credit Factors in Sales Support

Presented by:

[Declan Flood](#) FIACP, FCICM

The Credit Coach

Irish Credit Management Training

Author

Content:

- Operational Experience and Development
- Critical Performance Indicators
- Best Practices and Impact on Company Growth