



IACC/CLLA 2017 Mid-Year Collections Conference

July 14-16, 2017 * Motif Seattle

Agenda

Friday, July 14, 2017

- 3:00 p.m. – 6:00 p.m. Registration
5:00 p.m. – 6:00 p.m. Welcome Reception
9:00 p.m. CLLA Young Members Section & IACC Emerging Leaders Program Informal Social Event – Cash Bar – No Registration Required
(Brave Horse Tavern, 310 Terry Avenue North, Seattle)

Saturday, July 15, 2017

- 8:00 a.m. – 9:00 a.m. Continental Breakfast/Registration
9:00 a.m. – 9:15 a.m. Welcome
9:15 a.m. – 9:30 a.m. **While You are Here: What to Do, See and Enjoy in Seattle**
Aaron Davis, Visit Seattle
9:30 a.m. – 10:30 a.m. **Collections HR: Unique Challenges of Managing Human Resources in this Industry**
Panelists:
Melanie Morcelle, BARR Credit Services, Inc., Tucson, Ariz.
Shamaria Smallis, Caine & Weiner, Woodland Hills, Calif.
Don Mausar, Esq., Weltman, Weinberg & Reis Co, Ltd., Cleveland
10:30 a.m. – 10:45 a.m. Sponsor Minutes
10:45 a.m. – 11:00 a.m. Break
11:00 a.m. – 12:00 p.m. **Managing Management Change: Mergers, Acquisitions and Ownership Shifts – How to Keep Your Company Moving Forward as Leadership Evolves**
Panelists:
Bob Ingold, Commercial Collection Corp. of NY, Tonawanda, N.Y.
Michael Sonnhalter, The General Bar Law Directory, Cleveland
Timothy Wan, Esq., Smith, Carroad, Levy & Wan, Commack, N.Y.
12:00 p.m. – 12:15 p.m. Sponsor Minutes
12:15 p.m. – 1:30 p.m. Lunch

- 1:30 p.m. – 2:30 p.m. **Where There's Smoke.... Ramifications of Collections for the Medicinal Marijuana Industry**
Panelists:
Hillary Bricken, Esq., Harris Bricken, Seattle
Lorna Walker, Esq., Sweet & Walker, San Francisco
- 2:30 p.m. – 2:45 p.m. Break
- 2:45 p.m. – 4:00 p.m. **Hot Topics**
Moderators:
Greg Cohen, Caine & Weiner, Woodland Hills, Calif.
Randy Frazee, BARR Credit Services, Inc., Tucson, Ariz.
- 4:00 p.m. Adjourn for the day
- 4:00 p.m. – 5:00 p.m. Reception and Networking
- 6:00 p.m. – 9:00 p.m. Special Event Dinner – The Crab Pot
(Included with full registration. Guest tickets available for purchase.)

Sunday, July 16, 2017

- 8:00 a.m. – 8:45 a.m. Continental Breakfast/Registration
- 8:00 a.m. – 8:45 a.m. Western Region Executive Council Meeting
- 8:45 a.m. – 9:45 a.m. **When a Bankruptcy Case is Filed: How an Agency can Turn Lemons into Lemonade**
Panelists:
Peter Califano, Esq., Cooper, White & Cooper LLP, San Francisco
Alan Nahmias, Esq., Mirman, Bubman, Nahmias, LLP, Woodland Hills, Calif.
Deborah Rubin, Esq., Jaffe Raitt Heuer & Weiss, P.C., Southfield, Mich.
Moderator:
Marc Bressler, Esq., Bressler-Duyk Law Firm, Edison, N.J.
- 9:45 a.m. – 10:00 a.m. Break
- 10:00 a.m. – 12:00 p.m. **KEYNOTE - Catch The Energy and Release the Potential**
Deena Ebert, FISH Philosophy Speaker
- 12:00 p.m. Adjourn for the day
- 3:00 p.m. – 7:00 p.m. Optional Event – ACA International Convention Opening Day
General Session: Jeff Skiles – Lessons from the Miracle on the Hudson & Welcome Reception/Expo (Additional fee)