



March 2016

Excitement Builds for the 2016 Annual Factoring Conference



By Heather Villa

With attendance already surpassing previous records, this April, in Scottsdale, Arizona, will be the largest gathering for the Factoring industry. From startups to some of the largest commercial finance companies in the world, the IFA Factoring Conference has more representation of the Factoring industry than any other event. With over 60 speakers and an exhibit hall with over 50 vendors, if you are involved in this industry then you will not want to miss this world-class conference.

Scottsdale, Arizona, has been described as the desert version of Miami's South Beach, making it a perfect destination for those looking for sunshine and sophistication while traveling out west.

This city not only has a gorgeous desert backdrop, but a bustling downtown area with high-end shops and world-class restaurants.

No travel to Scottsdale would be complete without some sort of extravagant

pampering, considering the city has more spas per capita than anywhere else in the country.

My favorite just happens to be the Well & Being Spa conveniently located at the Fairmont Scottsdale Princess.

Speaking of the Fairmont Scottsdale Princess, whether you plan to meet, play, or simply relax between conference events, this breathtaking resort offers you world-class hospitality.



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With four top ranked Arizona restaurants, innovative spa and fitness programs, six sparkling pools and two newly renovated 18-hole championship golf courses, this highly acclaimed Scottsdale resort is truly an experience like no other.

No visit to Scottsdale would be complete without a round of golf at the world renowned TPC Stadium Scottsdale. Here you can join in our own golf tournament before the conference kicks off to meet new colleagues and take in the surroundings of the beautiful Sonoran desert.

Even though Scottsdale is known for golf, there is much more to see and experience while visiting the Valley of the Sun. Other activities we have arranged are an Old Town Scottsdale Food Tour and a trip to the Grand Canyon.

Guests of conference attendees also have the opportunity to sign up for the Taliesin West tour, which is a national historical landmark and the vibrant home of the famous architect Frank Lloyd Wright.

The 2016 Annual Factoring Conference will provide an abundance of dynamic, thought provoking sessions that go to the heart of all matters relating to Factoring and Asset Based Lending.

SPEAKERS

- Sheryl Connelly - Ford Motor Company - How to Think Like a Futurist
- Captain Mark Kelly - NASA - Endeavour to Succeed
- Dr. Barry Asmus - Economic Forecast
- Toby Groves - The Psychology of Fraud
- Bob Zadek, Esq - Report from the Courts
- Mac Fulfer - Understand Your Clients
- Amy Balciunas, CAEF - Factoring 101
- Blaine Waugh - Sales 101
- David Jencks, Esq.- Transportation Factoring

PANELS

- Notices of Assignment
- Credit & Underwriting
- MCA's - Friend or Foe?
- Legal Panel
- Factoring Fundamentals (Wednesday - Additional fee)



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ROUNDTABLES

- Roundtable for Women in Commercial Finance
- Roundtable for Senior Executives
- Roundtable for Young Professionals
- Roundtable for Attorneys
- Roundtable for Operational Issues
- Roundtable for Small Factors

INTERNATIONAL SESSIONS

- Reverse Factoring and Supply Chain Financing with Latin America
- Differences between US and European Factors
- Update on Factoring Around the World
- Working with Chinese Factors
- New Technologies to Finance Foreign Receivables
- Canadian Legal Update
- Doing Business in Western Canada

Networking won't be an issue this year with more dedicated networking time than ever before.

These invaluable opportunities provide access to some of the highest caliber of industry experts and peers in the commercial finance industry.

The conference will kick off with the Bibby Welcome Reception on Wednesday evening.

Companies that have become new IFA members over the previous year will be invited to attend a New Member Reception that evening to become familiar with the association, meet industry leaders, and other first time attendees.

The IFA Northeast Chapter will also be holding a reception on Wednesday evening.

Thursday we will have a reception in the early evening and a Tax Guard Dessert Reception later that night.

Friday evening is our Closing Event at Los Cedros. Enjoy dinner, drinks and see one of the most unique horse shows in history.

This stunning Moroccan Citadel is a place so extraordinary that few who visit here go unchanged by the experience.

The enchanting company of world-class performance horses, with the beauty of



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the setting sun behind the glorious Scottsdale Mountains, make Los Cedros the perfect event oasis to close out the conference.

Whether you are a Factor, Asset Based Lender, trade finance professional, bank, or anyone that supports this group, join

the top industry professionals by attending this unparalleled networking and educational event.

For more information and registration for the 2016 Annual Factoring Conference, go to www.factoringconference.com.

Heather Villa is the Managing Director for International Factoring Association. She is responsible for managing and directing the IFA's external communications as well as managing the business affairs of the Association. She assists with event planning, speaker selection and contract negotiations for all training seminars and conferences, including the annual Factoring Conference. You can reach her by phone at 805-773-0011 ext 301 or by e-mail to heather@factoring.org. The company website is factoring.org.