



debtsaleandpurchase

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The *Credit Today* **Collections and Debt Sale & Purchase** conferences are being held at the National Motorcycle Museum in Birmingham, on **28/29 November**. The conferences are aimed at providing debt professionals with information and advice on the issues currently affecting the collections and debt sale and purchase industries.

Anyone involved in the credit industry is encouraged to attend. Previous years attendees have been from all areas of the industry, and have included Credit Managers, Collections Managers, Debt Recovery Managers, Managing Directors and Finance Directors.

The two days will cover a wide range of topics, including:

Collections

The Collections conference will be split into two days, with the first day covering the strategic side and the second day covering the operational side.

On the **Strategic** side the highlight will be a keynote speech on **Effective Debt Management** by Henry Mehta, Head of Customer Account and Debt Management at DWR Cymru customer services.

Other highlights include:

- A talk by Nick Reed, Director of Price Waterhouse Coopers and Chairman of the Yorkshire Branch of the R3 Association of Business Recovery Professionals, on **Analysing the credit market and debt servicing industry**.
- An update on the **Pre-Action Notice (PAN) Scheme** by Peter Davis, Head of Income Services and Teresa Powell, Principal Income Officer, Stoke on Trent City Council.

On the **Operational** side the hot topics will include:

- **Best Practice collection tools and techniques**, as described by Sue Chapple, Head of Client Services at Severn Trent

Package Prices

Day One – 28 November

Collection Strategies
Subscriber Rate:
£275.00
Non Subscriber Rate:
£325.00

Day Two – 29 November

Collection Operations
Subscriber Rate:
£275.00
Non Subscriber Rate:
£325.00

Debt Sale & Purchase
Subscriber Rate:
£325.00
Non Subscriber Rate:
£425.00

28 & 29 Combined Prices

Collection Strategies & Operations
Subscriber Rate:
£425.00
Subscriber Rate:
£475.00

Collection Strategies & Debt Sale & Purchase
Subscriber Rate:
£425.00
Non Subscriber Rate:

- **Collection through the courts – successfully managing all stages of the litigation process**, presented by Jonathan Liggins, Operations Director & Head of Litigation at Lovetts

Debt Sale & Purchase

The key issues covered in the Debt Sale & Purchase conference include:

- **Devising and adopting a strategy for debt sale**, presented by Chris Hague, Recovery Manager, M&S Money
- **Regulatory aspects of debt sale and purchase**, described by Ken Maynard, Chairman, Debt Buyers & Sellers Group (DBSG)
- **Best Practice in the sale process and drawing up the model contract**, presented by Kevin Still MICM, Senior Vice President, Credit Professionals Limited (CPL)

At the end of the first day there is also the opportunity to unwind and meet fellow professionals at the Networking Dinner which will be held at the Hilton Metropole.

To download a more detailed programme of events, and to book online, please [click here](#)

For more information about event sales and sponsorship please contact Genevra Charsley on 020 7940 4835 or e-mail genevra@credittoday.co.uk.

For more information on event management please contact Gurwinder Singh on 020 7940 4835 or e-mail gurwinder@credittoday.co.uk.

£475.00

Collection Strategies,
Operations & Debt Sale &
Purchase

Subscriber Rate:

£450.00

Non Subscriber Rate:

£495.00

28 November – Networking Dinner

£125.00 - price includes
drinks reception, 3 course
dinner, wine/water on
table, evening speaker
and disco

1 x table of ten £1,125.00