



Wednesday May 11, 2022

****** THE RICHMOND HILL COUNTRY CLUB******

(8905 BATHURST STREET)****

COFFEE: 8:30 – 9:00 AM

MEETING BEGINS: 9:00 AM

Your Influence Never Sleeps and Your Professional Presence (owning a room)

Speaker: Neil Thornton, President of the Thornton Group

Regardless of the situation you may find yourself in, your presence, impact and influence will go on. Due to recent events and the new reality many of us face today, there will be no returning to normal. It is not what happens to us that matters, but how we react to it. How you walk into a room, make an impression, and leave an impact is 'the' most important business skill you can polish and improve.

Whether you are leading, speaking, branding or just networking; your presence and ability to 'own' your influence is critical. These are skills rarely taught in most schools, yet they are vital for business and financial success today. Your leadership, reputation and brand does not sleep, the clock continues to advance.

Neil Thornton, President of the Thornton Group, specializes in business strategy planning, development, coaching business training and HR recruitment. For 20 years Neil has worked with corporate, medium and small businesses to develop vision, strategy, values, entrepreneurship, team building, sales training and recruiting the best people for the job. Clients include businesses, associations, executives, public entities, academic institutions, and technology-innovation groups.

Neil has a unique talent for understanding the psychology behind employee behaviour, engagement and corporate culture and vision. He has an uncanny ability to read people and see through what seem like insurmountable situations. His direct approach hits straight to the heart in an honest and direct point.

Ten Automation Components You Should Have In Your Credit & AR System

Speaker: Geoffrey Last

This will be a self-assessment of your credit and collection systems and what you need today to be called state-of-the-art in these critical areas. Geoffrey will have exactly what you need to acquire and utilize up to date tools that are proven and used daily by some of the US and Canada's top companies.

Geoffrey Last is recently retired as National Credit Manager of Rexel Canada and has over 45 years of credit granting experience, mostly in electrical manufacturing and distribution. He obtained his CCP in 1981 and his CCE in 1990. He attended NACM's Graduate School at Dartmouth College in 1990. He has benefitted from implementing numerous credit & collection software packages over the years, and has conducted seminars on credit department productivity through automation for various credit organizations. He attended his first Institute seminar at the now gone Valhalla Inn in 1974, instructed by the legendary Don French and Gord Newman, (both long time Forum members) and credits both of them for their mentoring in this profession.

NEXT MEETING DATE: November 9, 2022

The Forum is, and continues to be the premier supplier of education relating to timely and relevant Business issues/concerns of Senior Credit and Financial Personnel.