



National Partners



Credit Toolbox - Fundamentals of Credit 4 CCE points

DATE: Tuesday 16th April 2019
VENUE: AICM Offices, Level 3, Suite 303, 1 – 9 Chandos St, St Leonards
TIME: 9:00am Registration 1:00pm Finish
COST: Members \$175 (Inc. GST) Non-members \$225 (Inc. GST)

In this session we will cover the basic understanding required in the credit arena from the approval of the application form through to the maintenance of the account, along with the identification of a possible doubtful or bad debt.

This course is designed for:

- New credit professionals seeking an introduction
- Established credit professionals seeking a refresher
- Non- credit professionals seeking to better understand credit

Topics covered in this toolbox include:

- Procedures & Legislation
- Legal Entities
- The 5 C's – Capacity, Capital, Collateral, Conditions, Character
- Collection process
- Warning signs

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Australian Institute of Credit Management

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Divisional Partners





National Partners



Speaker Profile – Grant Morris

Grant Morris is a passionate National Credit Manager who is keen to develop and mentor teams. He works with colleagues to achieve group goals.

Grant's presentation style is informal and seeks attendee involvement and sharing of workplace experiences which he uses to bolster the participants learning experience.

Employed by Southern Steel Group since February 2017 (the largest privately owned steel distributor in Australia), Grant's previous roles include:

- National Credit Manager – Coates Hire
- National Credit Manager – CHEP
- Sales Manager NSW – AGC

Grant is the immediate past National President of the AICM and is proud of the following achievements:

- Obtained his CCE in inaugural year of 1998
- Joined Council in 1999 and held various roles including NSW Director, President and Vice President
- Elected to the Board in 2007 and served in CCE Portfolio, Treasurer, Vice President and President (4 years)
- His team at Coates won Credit Team of the Year 2011
- In 2017 his team at Coates were awarded AICMQ status being the first Australian company to be awarded formal Quality Certification
- Team members winning State and National YCP, NSW finalists in YCP, Pinnacle award winners including Team Leader and Senior Credit Officer across 2013, 2014, 2015 & 2016
- Growth in CCE and changes to entry requirements

Grant holds a Certificate IV in Financial Services (AICM 2012)

He is passionate about the Sydney Swans and attends all Sydney and many interstate games. He loves to travel especially if it involves meeting up with his children who live and work in Toronto, CA and San Francisco, USA.