

Northeast Debt Collection Expo

BALLY'S - ATLANTIC CITY - 2019

SEPTEMBER 15-17, 2019

CONNECTICUT DELAWARE DISTRICT OF COLUMBIA MAINE MASSACHUSETTS MARYLAND NEW HAMPSHIRE NEW JERSEY NEW YORK PENNSYLVANIA RHODE ISLAND VERMONT WEST VIRGINIA

“Connect and Elevate 2019”

SUNDAY SEPTEMBER 15, 2019

1:00-5:00 NYSCA Board Meeting
1:00-5:00 MACA Board Meeting
1:00-5:00 NJACA Board Meeting
4:00-5:00 NECA Board Meeting
1:00-5:00 Vendor Set-Up
5:00-6:00 Expo Registration

5:30-6:00 Meet & Greet-Speed Networking

6:00-8:00 Northeast Debt Collection Expo GRAND OPENING & COCKTAIL RECEPTION!

MONDAY SEPTEMBER 16, 2019

All General Sessions will be for all Attendees

*****Indicates Collection Industry Professionals (CIP) concurrent session**

7:30-8:15 Expo registration & Continental Breakfast

8:15-8:20 **General Session-Welcome and Opening remarks**


8:20-9:00 **General Session-ACA Membership Update & Political Climate**
Mark Neeb, CEO, ACA International

9:00-10:30 **General Session-Keynote Speaker- Mastering Your Memory - Tyler Enslin** The human brain possesses an incredible amount of power to store and recall information. Unfortunately most people are never taught how to fully access this ability. In this fun and highly engaging training program you will learn unique and exciting methods to increase your memory skills to extraordinary levels.

10:30-11:00 Break

11:00-12:00 **Charting The Course For Continued Success**
Larry Grant, Aurum Consultants The competitive landscape is becoming more precarious and therefore increasingly more difficult to predict and manage, generating an increased level of business risk. This session will help executives through operations managers understand how these tectonic economic shifts could affect them and their organizations.

*****Concurrent CIP Course**

- 12:00-1:15 [Lunch](#)
- 1:15-2:15 [Takeaways for Your Collection Floor to Collect More Money](#)
Roger Weiss, ACA International President
- *** Concurrent CIP Course
- 2:15-2:30 [Break](#)
- 2:30-3:30 [Doing Well By Doing Good](#)
Kelly Stewart, The Positive Business For too long a singular pursuit of profit has proven perilous for our environment, our people, and our business relationships making “business as usual” a threat to organizations that continue to operate that way. Doing good -- in all aspects of business -- is the 21st century way of doing business. Kelly rouses business leaders to think about how they can incorporate the newest business paradigm throughout their organizations.
- ***Concurrent CIP Course
- 3:30-4:45 [General Session-Successful Hiring Strategies](#)-CIP Course Also
- [MACA MEETING OF THE MEMBERSHIP: Immediately after last Speaker 4:45-5:00](#)
[NYSCA ANNUAL MEETING: Immediately after last Speaker 4:45-5:15](#)
- 6:00-7:30  [Cocktails & ACPAC BOTTLE AUCTION!](#)
(dress up if you want! Some do, some don't- no expectations, just have fun!) Remember to bring your decorated bottle. Winner gets a prize!

TUESDAY SEPTEMBER 17, 2017

- 8:00-8:45am [Continental breakfast](#)
- 8:45-9:45 [Hot Legal Issues](#)
Dennis Barton III, Barton Law Group; John Bedard, BLG
- **Concurrent CIP Course
- 9:45-10:45 [CFPB Update](#)
John McNamara, Assistant Director CFPB (Still Pending)
- **Concurrent CIP Course
- 10:45-11:15 [Break](#)
- 11:15-12:15 [Industry Best Practices](#)
Harry Strausser, ACA Director of Education and Membership Development
- **Concurrent CIP Course
- 12:15-12:30 [The BEST Prizes & Giveaways in the NEDCC history! Prizes from the NEDCC and Vendor gifts are top notch. *Vendor Gifts, *NEDCE Conference Gifts & *2-FREE Registrations for 2020!](#)
- 12:30 Expo Concludes