

The Northeast Debt Collection Expo has added an educational track to its amazing line-up for 2019. This “CIP” course offering is for individuals who have any management role within a collection agency. The hope is that attendees for this great event will bring more of their management team to Atlantic City. The Expo will have two “tracks” that can be followed by owners, managers, and team leads alike. The first track will be similar to previous years with a great line-up of industry leaders speaking on relevant collection industry news along with motivational speakers. The second track will allow members of the agencies’ management team to receive the CIP certification while attending the conference on a concurrent track. Attendees would pick one of the two tracks and follow it through its specific agenda.

***The Collection Industry Professional (CIP) track is a fantastic opportunity to show your leadership team that you support their professional development by having them participate with you at NEDCE.***

### **Collection Industry Professional (CIP)**

The ACA Collection Industry Professional designation recognizes those individuals who have a management role with an organization. Individuals who want to pursue this designation must also hold the Professional Collection Specialist certificate.

We have an all-star group of instructors lined up to lead the 5 courses that make up the CIP track:

Effective Performance Management	→	Mr. Dan Venditti
Building High Performing Teams	→	Mr. Harry Strausser
Exceptional Leadership	→	Mr. Dennis Barton
Successful Hiring Strategies	→	Mr. Harry Strausser
Introduction to Collection Industry Compliance	→	Mr. John Bedard

The CIP certification is part of ACA’s educational program. ACA’s Core Curriculum seminars offer training on fundamental principles of collection industry compliance and business management. [ACA Certified Instructors](#) encourage interactive discussion and practical application of the subject matter in all Core courses while emphasizing “Need to Know” and “Where to Find It” — vital tools for any collection industry professional. Core classes meet the educational requirements for [ACA Designations](#). Courses within the specific designations are grouped to provide a comprehensive learning experience with shared themes throughout each course.

To enroll in the course, complete this [registration form](#).