

"Why Should I?"

During my 45 years of working in credit, I have heard a number of Credit Managers ask the same two questions -- "Why should I share my credit experience with other suppliers?" and "Why should I belong to an Industry Group?"

I believe that belonging to an Industry Group gives the Credit Manager an excellent opportunity to meet with individuals who encounter the same credit problems as you on a daily basis. These meetings create a trust among members and furnish a wealth of information that is not found on individual or business credit reports.

Additionally, by sharing your credit information, you help other credit managers make sound decisions and provide an opportunity for you to share their experience.

The PACM imposes a strict code of conduct on their members and will provide help in all phases of your credit decision process. All inquiries are handled in strict confidence that assures protection of the inquirer.

With the number of "bad pay" accounts and bankruptcy among small business, there is no better time to consider a membership in a PACM Industry Group.

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