

Take CONTROL of Deductions



A Hands-On Workshop Series by

Attain Academy
DEDUCTION TRAINING powered by AttainConsultingGroup

Presented in
partnership with



www.apparelandfootwear.org

*You've never seen Deduction
Training like this before...
actionable templates and detailed strategies
you can begin using immediately!*

**Add hundreds of thousands if not
millions of dollars to your bottom line**



Click here to register now!

WHAT YOU WILL LEARN

The Tactics of Deduction Management

Feb 24, 9am – 4pm

Join in an informative review of the fundamentals of Deduction Management, providing step-by-step guidance and useable templates covering areas like:

- Developing a Deduction Improvement Roadmap
- Preparing for a Customer Meeting
- Research Strategies by Reason Code
- Deduction Reporting
- Creating a Senior Management "Flash" Report
- Open forum discussion

Communication & Collaboration for Deduction Management

Mar 4, 9am – 4pm

Learn how honing your negotiation, communication, and team-building skills can lead to deduction management success through:

- Negotiation Strategies & Role Play
- Successful Customer Settlement Strategies
- Building Effective Cross-Functional Teams
- Deduction Benchmarking
- Open forum discussion

DETAILS

Who Should Attend

Those involved in customer compliance and deduction management, including CFO's, Controllers, A/R Managers, Collection Staff, Deduction/Compliance Managers and Analysts, and Credit Managers

Cost of Workshop

- AAFA and Attain Academy members, \$399 per session
- Non-Members, \$499 per session
- Save \$100 by registering for both sessions (\$698 for members, \$898 for non-members)

Location

Lectra, 25 West 39 Street, Meeting Room # TBD, New York, NY 10018-3805
(212) 730-4444 • www.lectra.com

Workshop Leader

Deduction Management Expert



Jessica Butler is the founder and principal of Attain Consulting Group, a deduction management and chargeback advisory firm dedicated to helping companies increase profitability by reducing and controlling chargebacks and deductions. Known throughout the industry as an expert and

thought leader in the area of deduction management and negotiation, Jessica is frequently published and is a highly sought-after speaker at conferences and seminars.

**"There is no one in
the area of deduction
management with more
knowledge and credibility than
Jessica Butler."**

Lyle Wallis
Credit Research Foundation

Register Today! - www.attainacademy.com/handson

Attendance is limited to the first 30 enrollees to ensure individual attention for everyone.