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## Well on the Road to Conference '19



This year's summer seemed to be the longest I can remember, and don't those warmer temperatures give you a great sense of well-being? Ah, but isn't that just the buzz word – 'well-being'. So, the 'Well-being Budget' was delivered, albeit in a premature kerfluffel, but after the vociferous clamour died down what did it all mean? Political commentators have been falling over themselves trying to define it, here's a selection from *The Spinoff*: 'the Budget is looking beyond GDP as a measure of well-being'; 'credible but not good enough'; 'we deserve better on tax'; 'helping Kiwi businesses fly'; 'the right direction, but too slow on climate'; 'the missing link is Treasury'; 'just another status quo, neoliberal budget'. Most seem to agree that it wasn't transformational and possibly your average voter, seeing no big personal effect, has already forgotten about it.

Speaking of forgetting, don't forget about our National Conference in September. We are well on the road to delivering the Institute's biggest biennial event; invaluable for keeping up with issues in our industry and for networking and, as if you need any other incentive, it's all taking place in the idyllic Marlborough district.

Earlier this year the election of office holders brought with it farewells and welcomes. I would like to publicly thank Louise Craig and Sue Fletcher for their services to the Institute. Active participation in running the affairs of the NZCFI provides the lifeblood of our industry, so thank you all for your commitment. And to Marcus McMillan and Fiona McGregor who have raised their hand for higher duties, welcome aboard.

All being well, I hope to see as many of you as possible in Blenheim this September.

Keep warm and kia kaha!

Michael Wright  
National President  
NZCFI

## 2019 NZCFI BOARD ELECTION RESULTS

Nominations and the election of NZCFI Regional Directors took place in April and at a Board meeting held on 7 May 2019, Michael Wright was once again voted in as National President and Barbara King was elected Vice President of the Institute. Their terms of office are for 12 months.

Outgoing Regional Directors, Louise Craig (Central Region) and Sue Fletcher (Southern Region) were replaced by Marcus McMillan and Fiona McGregor respectively. The full complement of the Board is as follows: Michael Wright, President and Ragavan Rengachariar (Northern Region), Karen Kaa-Evans & Marcus McMillan (Central Region), Barbara King, Vice President & Fiona McGregor (Southern Region) and Owen Goodwin our Executive Director.

# NEW REGIONAL DIRECTORS APPOINTED TO NZCFI BOARD

## FIONA MCGREGOR – SOUTHERN REGION DIRECTOR



Fiona McGregor is a Director at Credit Services (NZ) Limited in Christchurch. Fiona has more than 25 years' experience in the debt collection industry, specialising in litigation and consumer debt. A Registered Legal Executive, Fiona

has extensive knowledge and experience in the area of civil litigation and is a Fellow of the NZ Institute of Legal Executives. Fiona was awarded the top Canterbury graduate Legal Executive Certificate 1999, and in 2006, completed a University Diploma in Advanced Legal Executive Studies.

Fiona has been a member of the Institute since 2005 when Credit Services (NZ) Limited was started. She's attended most Canterbury luncheons and two National Conferences. She's a great advocate of the benefits of NZCFI membership.

"The key benefits are the networking opportunities, being able to talk to other members who work in the same industry and the learning opportunities from the variety of speakers provided at luncheons.

"I think the main challenge facing the Institute is keeping fresh ideas for speaker topics to maintain interest and keep numbers up at monthly meetings. In our industry we seem to have years where we have a number of legislative changes which provides the opportunities for a variety of speaker topics and other years where there are very few changes and therefore not as many opportunities for speaker topics. Members should definitely approach the Institute if there is a topic they would like to have a speaker present or if they feel that they would like to contribute as a speaker."

In her new role as a Regional Director she says she would like to contribute where she is able to and for members to feel that they can approach her at any time with ideas and feedback.

## MARCUS MCMILLAN - CENTRAL REGION DIRECTOR



Marcus McMillan is a Director at PwC in Wellington in the company's Restructuring practice. He has 13 years insolvency experience in both Wellington and London and in both the private and public sectors. Marcus manages the Wellington Liquidation Practice which involves taking liquidation appointments across the lower North Island and upper South Island. Marcus also has experience in

trading and selling businesses through Receiverships and Liquidations, with appointments being made by banks, other secured creditors and government agencies. He has a particular interest in the investigation of, and action taken following, fraud and other misconduct.

Marcus joined the Institute in June 2016 but had been a regular attendee at NZCFI luncheons for several years prior to that. Upon becoming a member, he immediately joined the Wellington Committee where he has helped organise and host various NZCFI Wellington luncheons. He also attended the last National conference in 2017.

Marcus fully supports the work of the Institute but also recognises the challenges it faces.

"I think it is an excellent platform for people within the credit and finance industries to gather and share knowledge. As an insolvency practitioner it is incredibly valuable to know some of the people who represent the creditors that I am attempting to recover money for.

"Like many industry bodies the Institute has a declining membership and it becomes increasingly difficult to stay relevant and current when there are so many other options available for professional development.

"I would like to see the Institute embracing modern technology to try and increase its profile, and ultimately its membership. This is a journey which has already started but I want to ensure it continues with active consideration of how we communicate with our members in a relevant way in an increasingly busy and changing environment. "

# NATIONAL CONFERENCE 2019

## 12-13 SEPTEMBER

The one event any credit professional would never miss is the biennial NZCFI National Conference. This is one of the largest gatherings of credit professionals in New Zealand.

As a national organisation with members throughout New Zealand, the NZCFI hosts its conferences in various locations. With leading experts on the most recent developments in the credit industry, this is an educational opportunity that is un-equalled in New Zealand. But the conference is more than learning, it also provides an opportunity for relaxation and networking, with the conference gala dinner on the evening of the first day.

Blenheim, in the heart of wine-growing Marlborough, has been chosen for this year's Conference. The Conference venue is the impressive Marlborough Convention Centre.

Guest speakers will include Adrienne Meikle, Chief Executive, Commerce Commission; the Privacy Commissioner John Edwards, ASB economist Nathan Penny; Andrew Bethell and Iain Shephard from BDO in a joint presentation; and Stuart Smith MP for Kaikoura, with more still being added each week. John Leggett, Mayor of Blenheim will welcome delegates to the wonderful Marlborough district.

The conference is split over two fully packed days with talks from industry leaders and entrepreneurs. NZCFI has also organised a gala dinner for guests to attend, which includes entertainment and a chance to mingle with others in the credit and finance industry.



### Ali Harper MC

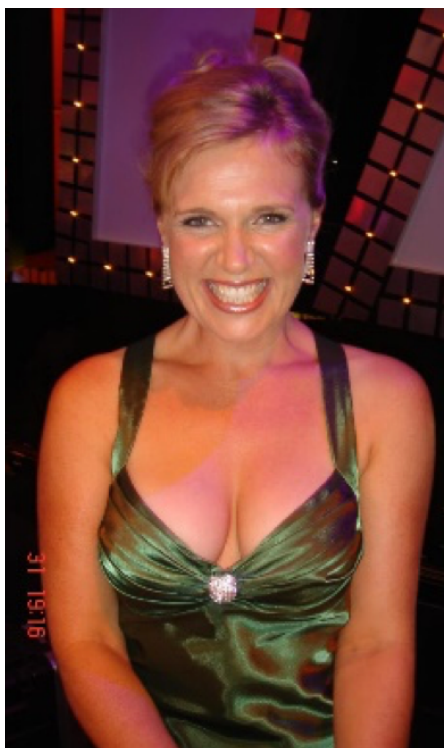
Our MC for the NZCFI Conference 2019 joins us from The Professional MC Company. Award-winning, multi-talented Ali Harper is a professional actor, singer and stage performer and is making a name for herself as top-flight professional MC. With a performance history in stage, theatre, film, TV, voice and more, Ali honed her speaking skills as a broadcaster during her time with Wellington's Classic Hits, and is looking forward very much to joining members, sponsors, partners and supporters for this year's NZCFI Conference in Blenheim as our Master of Ceremonies.

### Conference Accommodation

NZCFI has organised accommodation options which reside near the convention centre. These options will be provided to you once you have purchased a ticket to the event for this year's NZCFI Conference in Blenheim as our Master of Ceremonies.

**Tickets can be purchased online at [www.nzcfi.org](http://www.nzcfi.org)**

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# CALL FOR PETER WIN SCHOLARSHIP NOMINATIONS

Nominations are now being called for the Peter Win Memorial Scholarship.  
Applications are open for nominations from MEMBERS ONLY.

**Nominees must be under the age of 30 at the time of the nomination but they don't have to be a member of the Institute. The successful nominee will receive a training and education scholarship to further their career in credit.**

Nominations need to reach the Board by 31 July. The winner will be announced at National Conference in September at the President's Dinner.

The Peter Win Memorial Educational Scholarship was set up by the board of the New Zealand Credit & Finance Institute after the death of Peter Win, a long-time supporter of the Institute and someone who believed firmly in the advancement of training and education to the young people of New Zealand.

Proudly sponsored by NCI Trade Credit Solutions



NCI Trade Credit Solutions is proud to continue our sponsorship of the Peter Win Memorial Scholarship in 2019.

Like Peter, NCI sees the advancement of young credit professionals through training and education as vital to our industry.

We have been lucky enough to be supporters of the award since 2011, throughout this time there have been many advancements in trade credit and the way in which businesses go about managing their risks.

At NCI, we have also adapted in the way we operate and the products that we offer. For some time now we have been offering commercial reports, debtor monitoring, electronic credit applications and commercial collections. Products such as these ensure that our clients have the best possible access to the right credit management tools when they need them.

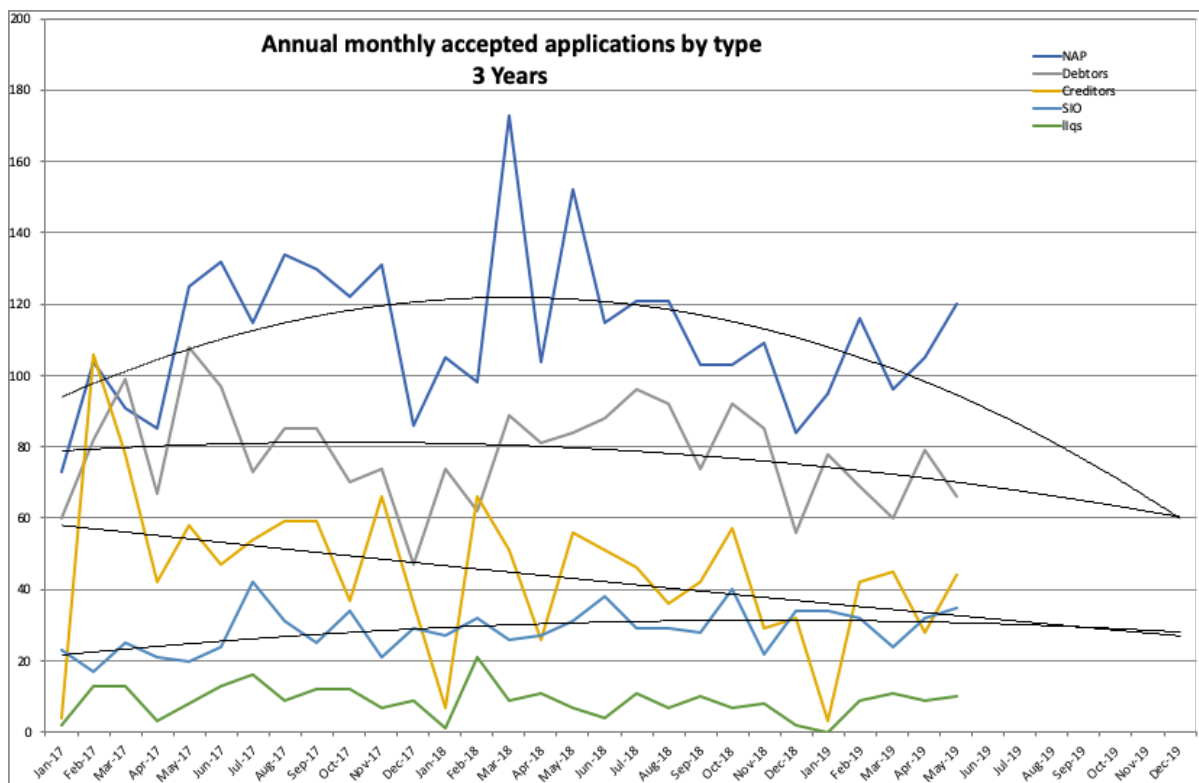
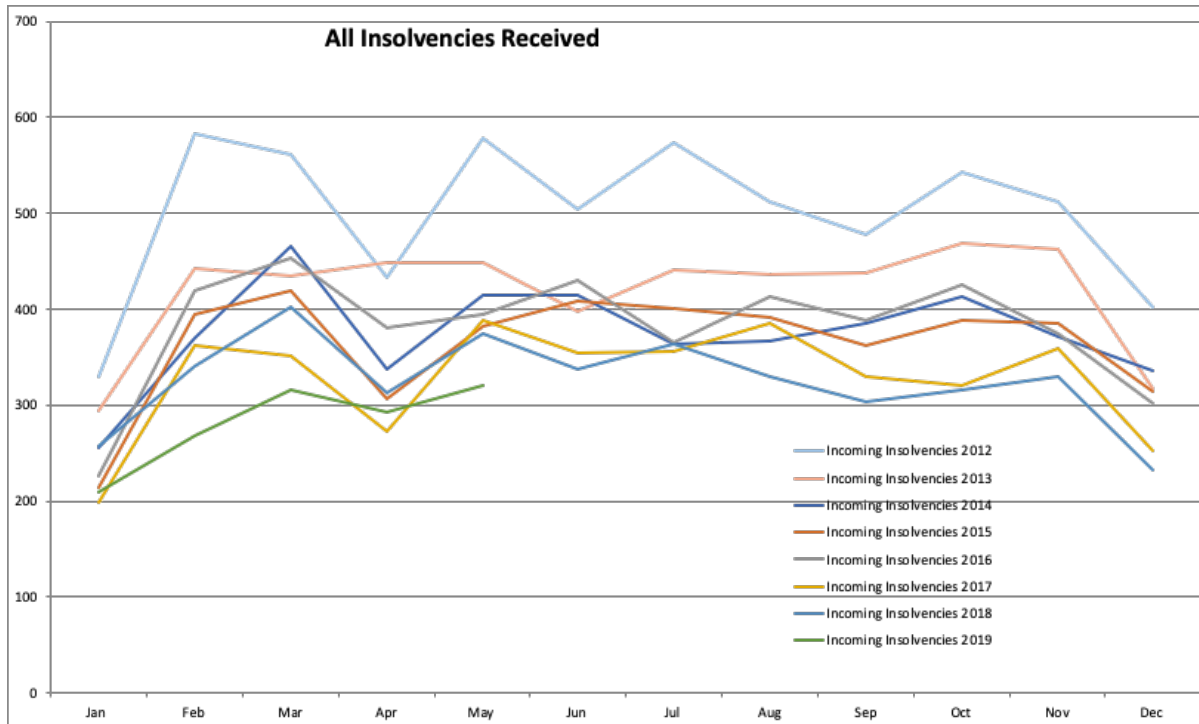
This is becoming more prevalent as insolvencies continue to occur across the country. Specifically, the construction industry has been hit hard over the past year with Arrow International being the last major company to collapse. While there are many businesses that would be out of pocket, there are many that would have been protected through a trade credit insurance policy.

Our recent client survey tells us that many businesses are facing challenges to do with:

- Managing and assessing new customers and increasing credit limits
- Keeping customers to payment terms and implementing stricter policies for late payers
- Obtaining the required credit insurance cover
- Getting paid on time

While there is an increase in risk, businesses can use the newest resources available to ensure they remain protected. These young credit professionals are the ones who will develop and use this technology to better the industry and overall practices into the future.

# LATEST INSOLVENCY FIGURES



## UPCOMING EVENTS

### **July 9 Wellington Function: Topic to be confirmed.**

12:00–14:00 L16 PWC Tower 113-119, The Terrace.

### **July 15 Auckland Function: CREDIT CONTROL AND DEBT COLLECTION - TIPS AND TRICKS**

12 noon - 2 pm. Alexandra Park Function Centre, Level 3, Hobson Room. Gate B, Greenlane Road West.

### **July 24 Auckland Networking Function: MID-WINTER WARMER AT ST ALICE**

Level 1, 204 Quay Street, Auckland. 5:00 PM - 6.30 PM



NZCFI Auckland is pleased to host an evening to thank its members, sponsors, and guests for their continued support and contribution to the Auckland branch and the Institute. It's the middle of the year, so we thought a CBD location with drinks and a few nibbles would be a good idea. Please join us and feel free to bring along your partner, a colleague, a business associate or a friend and enjoy. Numbers are limited, so register quickly to avoid disappointment

### **14 August Hamilton Function: Topic to be confirmed.**

12-2:00pm, Level 4, 109 Ward Street, Hamilton.

### **19 August Auckland Function: WOMEN IN CREDIT.**

12 noon - 2 pm. Alexandra Park Function Centre, Level 3, Hobson Room. Gate B, Greenlane Road West.

### **16 September Auckland Function: PPSA – ARE YOU GETTING THINGS RIGHT?**

Presented by Kim Powell. 12 noon - 2 pm. Alexandra Park Function Centre, Level 3, Hobson Room. Gate B, Greenlane Road West.

- (1) Exporting to Australia – essential differences between PPSA in Australia and New Zealand that you need to know about.
- (2) New rules for identifying your customer (debtor) on the New Zealand PPSR.
- (3) Common errors in registrations on the PPSR that may invalidate your security – are you getting it right?

**Kim Powell** has specialised in the Personal Property Securities Act (PPSA) in New Zealand and Australia for more than 14 years. He founded EDX in Auckland when legislation first came in for NZ and moved to Melbourne in late 2010 to lead the company's entry in to the Australian market. He is well versed in all aspects of the PPSA and the operation of the Personal Property Securities Register (PPSR).

With his background as a former banker and also receiver/liquidator, Kim is able to provide expert advice on the commercial implications of the PPSA and advise companies on how best to protect their assets.

## **CONFERENCE 2019 SEPTEMBER 12 - SEPTEMBER 13**

The NZCFI biennial National Conference 2019 will be held at the Marlborough Convention Centre. (<https://www.marlboroughconventions.co.nz/>)

Expressions of interest in booking an exhibitor stand are now open and any inquiry should be directed to our Executive Director by email: [info@nzcfi.org](mailto:info@nzcfi.org)

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