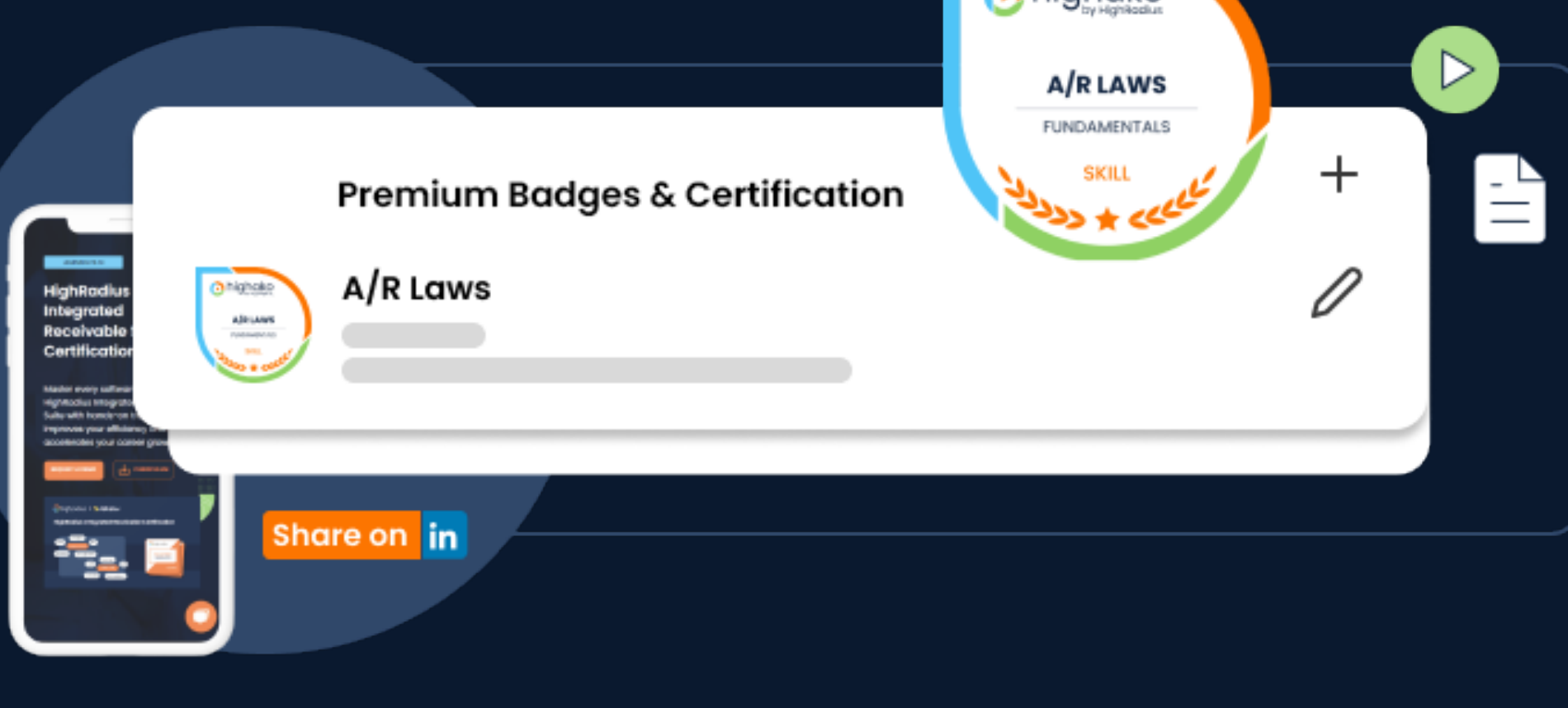


Credit and Collections Laws Certified

This online certification program is designed to equip credit professionals at all levels with business-critical skills across FDCPA, ECOA, Antitrust Laws, and Bankruptcy Preference Claims.

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Meet Your Expert Instructors



Robert Shultz
Founder, Quote to Cash Solution

He has thirty years of experience as a global credit and financial executive for large multi-national companies. He is the Founding Partner of Quote to Cash Solutions.



Scott Blakeley
Founder, Quote to Cash Solution

Scott Blakeley is a partner at Blakeley LLP, where he advises companies regarding bankruptcy, creditors' rights, and commercial law. He was selected as one of the 50 most influential people in commercial credit by Credit Today.

A/R Laws Course Curriculum

1. Understanding the Fair Debt Collection Practices Act

- ▶ The ABCs of Fair Debt Collection Practices Act (FDCPA)
- ▶ Examples of Inappropriate Collection Tactics under FDCPA
- ▶ 3 Key Points to Remember about FDCPA
- 🔍 Quiz #1

🕒 30 Mins

2. Understanding the Antitrust Laws

- ▶ Introduction to the Antitrust Regulation Robinson Patman Act
- ▶ Interview Questions: How does the Robinson-Patman Act Establish Similarity During Bankruptcy?
- ▶ Brief Overview of Sherman and Clayton Acts
- ▶ Robinson Act and Clayton Act: Critical Felony Scenario
- ▶ Penalties for Violation of the Antitrust Laws
- ▶ Brief Overview of Federal Trade Commission Act
- 🔍 Quiz #2

🕒 45 Mins

3. Introduction to ECOA Laws

- ▶ Understanding the Equal Credit Opportunity Act (ECOA)
- ▶ Complete Guide to ECOA Regulations
- ▶ ECOA Principal Theories and Guidelines: Brief Overview
- ▶ ECOA Compliance & Penalties
- 🔍 Quiz #3

🕒 30 Mins

4. Understanding the Fair Credit Reporting Act (FCRA)

- ▶ FCRA 101: Purpose and Scope for Small Customers
- ▶ How to Protect SMBs, Sole Proprietors, and Individual Businesses under FCRA
- ▶ A Blog to Check if Your Customers are Subject to FCRA
- ▶ How to Notify Customers when Credit is Denied
- ▶ Trade Creditor's Guide to FCRA Debt Dispute Procedures
- ▶ FCRA Violation: A Trade Creditor Should Avoid
- ▶ Penalties for Violating FCRA
- ▶ Bonus: FCRA Authorization Templates for Credit Application and Personal Guarantee
- 🔍 Quiz #4

🕒 45 Mins

5. How to Handle Credit and Collections for Bankrupt Customers

- ▶ Creditor's Guide to Bankruptcy Chapters 7, 11, and 13
- ▶ Best Practices to Plan Ahead for Bankrupt Customers
- ▶ 3 Key Ways to Communicate Bankruptcy to the Court
- 🔍 Quiz #5

🕒 30 Mins

6. How to Keep Your AR Safe with Preference Provision

- ▶ Trade Creditor's Role while Dealing with Preference Action
- ▶ Risk Mitigation Strategies Before Dealing with Preference Action
- ▶ Understanding the 2 Types of Bankruptcy Preferences
- ▶ A Complete Checklist On Bankruptcy Warning Signs For Drivers
- ▶ How the Preference Game is Typically Played
- ▶ Statutory Preference Defense 1- Contemporaneous Exchange
- ▶ Statutory Preference Defense 2- Ordinary Course of Business Defense
- ▶ Statutory Preference Defense 3- New Value
- ▶ Tips and Tricks to Reduce Preference Exposure
- 🔍 Quiz #6

🕒 60 Mins

7. Final Assessment

- 🔍 Quiz
- ▶ Share Your Feedback
- ▶ Download Your Certificate and Badge

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