



World Credit Congress & Exhibition
The Global Summit for Credit and Collection Professionals
MAY 14-16, 2013 - JOHANNESBURG - SOUTH AFRICA



Abe WalkingBear Sanchez

Abe WalkingBear Sanchez has been a business consultant and trainer since 1982. Alongside the hundreds of business articles that he published, he is the author of Profit Centered Credit and Collections in 1999, co-author of STAFDA's Foundations of A Business in 2007 and co-author of the international The Best Kept Profit Secret: the Executive's Guide to Transforming a Cost Center Into a Profit Center in 2009. He explains: "Before becoming a corporate credit manager, I owned my own business, so I understood first hand the profit imperative. However, what I found in corporate credit management was a mindset fixated on risk - and not on profit. I could see that the corporation, and even its suppliers and customers, misunderstood and undervalued their Credit and A/R Management function, so in 1982 I decided to become a consultant and trainer." WalkingBear developed the copyrighted Profit System of B2B Credit Sales and A/R Management, since then he worked with hundreds of business owners, CEOs and senior business managers across the USA, Europe and beyond. He is the endorsed Credit Consultant for STAFDA's 2900 members and PEI's 1600 members and he was presented with the Vistage Master Speaker Award for speaking to over two hundred Vistage Groups internationally. Abe was both a panelist and speaker at the 2007 WCCE held in Mexico City, in 2009 at the WCCE in Dublin and in 2011 in Sydney Australia.