



**NORTHWEST COLLECTORS CONFERENCE**  
**Skamania Lodge, Stevenson, WA**  
**May 16 – 18, 2019**







# Skamania Lodge



## Annual Business Meeting & Convention May 16 – 18, 2019 Skamania Lodge | Stevenson, Washington



**Please Join Us!!! Reserve your room today.  
For Reservations Call (844) 432-4748**

**Preferred rate deadline is April 15, 2019  
Reservation ID 1Y59Lo**

**Direct Booking Online:  
[www.destinationhotels.com/skamania](http://www.destinationhotels.com/skamania)  
or [CLICK HERE!](#)**





# Meeting Schedule/Agenda



## WCA/ICA Annual Business Meeting & Convention 2019 | Skamania Lodge, Stevenson, WA

### Thursday, May 16th

- 12:30pm – 4:30pm ACA Education, Michael S. O'Meara, Attorney at Law, IFCCE. Each attendee will earn 3 PDUs  
*Conducting a Risk Assessment* (1.5 hours) / *Controls and Corrective Actions* (1.5 hours)
- 4:00pm Hotel Check In
- 7:00pm – 10:00pm Dinner on Your Own – Early Registration / Poker Night / WCA Hospitality Suite – Hood River Suite

### Friday, May 17th

- 7:00 – 8:00am Registration and Breakfast
- 8:00 – 8:45am General Assembly – Business Meetings Begins/Invocation/Pledge of Allegiance/Vendor Introductions
- 8:45 – 9:45am Speaker – Keynote – Nash Fung, *"The Performer"*
- 9:45 – 10:15am Speaker – ICA Lobbyist Report – John Watts, Attorney at Law
- 10:15 – 10:30am BREAK
- 10:30 – 11:30am Attorney Round Table – Q & A – Speakers: Michael S. O'Meara, Attorney at Law, John Watts, Attorney at Law, TBA
- 11:30am Golfers meet / Depart to Golf Course
- Afternoon FREE TIME – Network – Lunch on your own – Relax and Explore Skamania
- 5:30 – 6:30pm WCA Hospitality Suite – Room: Hood River Suite
- 6:30 – 9:00pm Dinner – Bottle and Silent Auction "Fun" Raisers
- 9:00 – 11:00pm WCA Hospitality Suite – Room: Hood River Suite

### Saturday, May 18th

- 7:00 – 8:00am Breakfast
- 8:00 – 8:45am General Assembly – Keynote – Jack W. Brown III, President ACA International
- 8:45 – 9:45am Idaho & Washington Speakers: Anthony Polidory, ID-DOF – WA TBA
- 9:45 – 10:00am BREAK
- 10:00 – 11:00am WCA Lobbyist Report – Mark Gjurasic and Chester Baldwin
- 11:00 – 11:50am Marc Rosenberg, Attorney, *New Laws, Regulations, and Impactful Court Cases*
- 12:00 – 1:30pm Awards Luncheon
- 1:30 – 2:30pm Officer/Committee Reports/New Business/Election of Officers – Rooms TBA
- 2:30 – 2:45pm BREAK
- 2:45 – 4:00pm Vendor Drawings – Convention Show Room – Business Meetings Continue
- 4:00pm Business Meetings Adjourn
- 4:15 – 5:00pm WCA/ICA Post Convention Board of Directors Meeting – Rooms TBA
- 6:00 – 7:00pm Reception – Hospitality Suite – Hood River Suite
- 7:00 – 9:00pm Installation of Officers Dinner and Reception (No Host Bar – Entertainment TBA)
- 9:00 – 11:00pm WCA Hospitality Suite – Hood River Suite

### Sunday, May 19th

- 9:00am No Host WCA/ICA Past-Presidents Breakfast



# WCA Member Registration

Northwest Collectors Conference | Collectors Association Annual Unit Business Meetings  
1131 SW Skamania Lodge Way | Stevenson, WA 98648 | May 16-18, 2019



## WCA Member Conference Registration

Registration includes all functions including Continental Breakfast and Dinner Friday and Saturday, and Awards Lunch on Saturday. Registration forms will not be processed without payment, including optional events. If you cannot attend, please consider donating to your state unit's PAC fund.

Agency Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Registrant(s)

1: \_\_\_\_\_ Email: \_\_\_\_\_

2: \_\_\_\_\_ Email: \_\_\_\_\_

3: \_\_\_\_\_ Email: \_\_\_\_\_

\* Use Reverse Side for Additional Registrants

Total Convention Registrations (includes all meals) \$ 350.00 x \_\_\_\_\_ = \$ \_\_\_\_\_

How many in your party will be attending the Saturday Night Installation Dinner? \_\_\_\_\_

**ACA Compliance Training Seminar** (Thursday, 12:30 – 4:30pm) \$150.00 x \_\_\_\_\_ = \$ \_\_\_\_\_  
Please include additional ACA registration form.

### Optional Free-Time Activities:

Texas Hold'em Poker Tournament (Thursday night) \$ 75.00 x \_\_\_\_\_ = \$ \_\_\_\_\_

PAC Golf Tournament (Friday, May 17th @ 11:30am, see golf form) \$125.00 x \_\_\_\_\_ = \$ \_\_\_\_\_

### Extra meal tickets for guests or spouse:

Friday PAC/Auction Fundraiser Dinner (Buffet) \$ 40.00 x \_\_\_\_\_ = \$ \_\_\_\_\_

Saturday Awards Lunch (Buffet) \$ 50.00 x \_\_\_\_\_ = \$ \_\_\_\_\_

Saturday Installation Dinner (indicate: ☐ Salmon or ☐ Beef ) \$ 75.00 x \_\_\_\_\_ = \$ \_\_\_\_\_

Charge my credit card: ☐ VISA ☐ MASTERCARD TOTAL DUE>>> = \$ \_\_\_\_\_

### Friday Dinner Northwest Family Style

Arugula, Baby Spinach, Grape Tomatoes, Crumbled Bacon, Oregon Bleu Cheese Dressing, Pan Roasted Salmon, Melted Onions, Wild Rice (GF) Grilled Asparagus & Butter Braised Brussels Sprouts, New York Strip Loin, Roasted Gold Potatoes, Red Wine Sauce (GF, DF) Lobster Macaroni & Cheese Chef's Selection Desserts

\_\_\_\_\_ / \_\_\_\_\_ \$ \_\_\_\_\_  
Credit Card No Exp. Date 3 digit code Card Zip Code Charge amount

Cardholder Signature \_\_\_\_\_

To phone in credit card info contact Peter Lukevich at (206) 659-4307 or fax this form to: (206) 362-1003

☐ Payment enclosed. Make check payable to **Washington Collectors Association** (preferred payment method)

Convention Manager  
Peter Lukevich  
wcaoffice@wacollectors.org  
(206) 659-4307

Mail checks to:  
**Washington Collectors Association**  
**13751 Lake City Way NE, #222**  
**Seattle, WA 98125**



# ICA Member Registration

Northwest Collectors Conference | Collectors Association Annual Unit Business Meetings  
1131 SW Skamania Lodge Way | Stevenson, WA 98648 | May 16-18, 2019



## ICA Member Conference Registration

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Agency Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Registrant(s)

1: \_\_\_\_\_ Email: \_\_\_\_\_

2: \_\_\_\_\_ Email: \_\_\_\_\_

3: \_\_\_\_\_ Email: \_\_\_\_\_

\* Use Reverse Side for Additional Registrants

Registration for 1st ICA Member attendee (\$350)  
(minus \$200 credit for conference assessment): \$150 . . . . \$ 150.00 x 1 = \$\_\_\_\_\_

Total Convention Registrations (includes all meals) \$ 350.00 x \_\_\_\_\_ = \$\_\_\_\_\_

How many in your party will be attending the Saturday Night Installation Dinner? \_\_\_\_\_

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Charge my credit card: ☐ VISA ☐ MASTERCARD TOTAL DUE>>> = \$\_\_\_\_\_

\_\_\_\_\_/\_\_\_\_\_  
Credit Card No Exp. Date 3 digit code Card Zip Code \$ \_\_\_\_\_ Charge amount

Cardholder Signature \_\_\_\_\_

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**Seattle, WA 98125**

### Friday Dinner Northwest Family Style

Arugula, Baby Spinach, Grape  
Tomatoes, Crumbled Bacon,  
Oregon Bleu Cheese Dressing,  
Pan Roasted Salmon,  
Melted Onions, Wild Rice (GF)  
Grilled Asparagus & Butter  
Braised Brussels Sprouts,  
New York Strip Loin,  
Roasted Gold Potatoes,  
Red Wine Sauce (GF, DF)  
Lobster Macaroni & Cheese  
Chef's Selection Desserts



# Fundraiser | Golf



## The Ultimate Golf Experience

Our challenging 18-hole, par-70 golf course is beautifully tucked into the Portland, OR golf resort's 175 wooded acres. The services at this Washington State golf resort include a driving range, a practice bunker, and chipping and putting greens, and our golf courses at this Washington State golf resort include a driving to Skamania Lodge Golf Course and the \$125.00 entry fee covers 18 holes of golf, ½ cart, Grab & Go lunch (see registration form). Two throws and three mulligans can be purchased for \$25.00 when signing up or at the golf course. Additional throws and mulligans may be purchased for \$10.00 each.

Four-person scramble format. You may sign up as an individual and we will place you with a foursome. You may sign up as a threesome and we will fill in your foursome. You may sign up your own foursome. Throws must be used by the individual purchasing them or designated by the purchaser. Throws must be behind the actual spot of the golf ball and must be taken from a standing or crouching position. No hands or knees may be placed on the ground for any throw. When a throw is used the next shot, if not holed, must be played from the resulting spot of the throw. A throw does not count as a stroke. No mulligans on a throw. Mulligans must be used by the individual purchasing them or designated by the purchaser. Mulligans may be used on any shot including putts. Each player must contribute a minimum of two shots and they can be any shot including putts. Throws do not count as a shot. ***This is a FUND RAISER and fun tournament and all levels are encouraged to play and have fun.*** The chosen shot by the foursome may be moved by one club length, no closer to the hole. Exception: ball cannot be removed from any hazard. There will be prizes for 1st, 2nd, 3rd place. Men's and women's KP's. Men's and women's long drive.

## SPONSORSHIP OPPORTUNITIES

### Title/Platinum Sponsor \$2000

4-some is paid into the tournament and sponsorship appreciation plaque is presented.

### Gold Sponsorships \$1000

4-some is paid into the tournament and sponsorship appreciation plaque is presented.

### Silver Sponsorships \$500

2-some is paid into the tournament and sponsorship appreciation plaque is presented. Smaller donations are accepted and appreciated.

## OTHER DONATION OPPORTUNITIES

<b>Hole Sponsorship</b>	<b>\$150</b>	for one hole and \$250 for two holes.
<b>Long Drive</b>	<b>\$150</b>	each for men and women. \$250 if sponsor both men and women.
<b>KP</b>	<b>\$150</b>	each for men and women. \$250 if sponsor both men and women.

Gifts for tee prize gladly accepted from interested sponsors.

Prizes for winning 4-somes gladly accepted from interested sponsors. Prizes for long drives and KP's gladly accepted from interested sponsors.

## SPONSORSHIP

Title/Platinum \$2000/\$\_\_\_\_\_ Gold \$1000/\$\_\_\_\_\_ Silver \$500/\$\_\_\_\_\_

One hole \$150/\$\_\_\_\_\_ Two holes \$250/\$\_\_\_\_\_

Long Drive \$150/\$\_\_\_\_\_ Both \$250/\$\_\_\_\_\_

KP \$150/\$\_\_\_\_\_ Both \$250/\$\_\_\_\_\_

## Golf Sign up:

Name \_\_\_\_\_ Company: \_\_\_\_\_ Email: \_\_\_\_\_

Name \_\_\_\_\_ Company: \_\_\_\_\_ Email: \_\_\_\_\_

Name \_\_\_\_\_ Company: \_\_\_\_\_ Email: \_\_\_\_\_

Name \_\_\_\_\_ Company: \_\_\_\_\_ Email: \_\_\_\_\_

Name \_\_\_\_\_ Company: \_\_\_\_\_ Email: \_\_\_\_\_

**Have fun....and thank you for supporting this fundraiser!**

**Golf Questions? Contact Robert Lukevich at (206) 659-4307 | [wcaoffice@wacollectors.org](mailto:wcaoffice@wacollectors.org)**





# Fundraiser | Silent & Bottle Auction



## Bottle Auction "FUN" RAISER SPECIAL EVENT!!!

Friday, May 17th • 6:30

### Wine & Spirits ...or something else

The annual fund-raising dinner party auction is a guaranteed evening of fun with your fellow members. This is WCA's big yearly fundraising event for WACPAC. Money raised during the evening will be used to elect political candidates or to advance the outcome of political issues or legislation that supports the credit and collection industry in Washington State. ICA raised funds during this event will be used to support Unit operations for the upcoming year. The 2 Units need all members help to make this evening and fundraising goals a success.

Please bring a bottle to the conference. It could be a "nice" bottle of perhaps your favorite spirit or wine. Or, it can be a funny gaga or something different,

maybe filled with candy, paper clips, or something else (remember the "zonks" on Let's Make a Deal?). Use your imagination and have fun with it. Bring it wrapped in a gift sack to be auctioned off live. The silent table auction portion of the evening is always a big hit but requires your participation. Please bring a gift item or two that you think would be perfect for the silent auction and raise a lot of money for the Units. Raffle tickets are also sold during the evening for any big-ticket items that may be brought and donated by generous and supportive members.

All fundraising activities during the evening will be marked and identified as to which Unit your donations go to.

Don't Forget To Bring Your Checkbook!





## Conducting a Risk Assessment – Controls and Corrective Actions

Thursday, May 16, 2019 • 12:30pm – 4:30pm

Michael O'Meara

Take advantage of a special ACA Training Seminar as part of your attendance at the Northwest Collectors Conference. The speaker will be Michael O' Meara, Esq. He will be speaking on:

### Conducting a Risk Assessment

Assessing risk means identifying assets that can be harmed and in what way(s). It is a complex but critical element in maintaining an effective Compliance Management System (CMS). You will leave this course with methods, models, and tools to help you recognize and prioritize risks associated with your organization's various compliance obligations. (1.5 hours) This course is a companion to...

### Controls and Corrective Actions

Building on strategies discussed in Conducting a Risk Assessment, this course will show you the next steps in designing, implementing, and measuring controls aligned with your identified risks and priorities defined by the Consumer Financial Protection Bureau (CFPB). (1.5 hours)

### Instructor: Michael O'Meara, Esq.



Michael O'Meara has been a professional in the collection industry since 1990 and has held virtually every job the industry has to offer, including Collector, Collection Manager, Sales Manager, Training Manager, Compliance Officer, Agency Owner and, most recently General Counsel. Michael has achieved the Credit & Collection Compliance Officer, Professional Collection Specialist, and Trainer Specialist designations as well as obtaining his Scholar and Fellow Degrees through the ACA. Michael became an ACA Certified Instructor in April of 2013 and is a member of ACA's Education Council. He is the current Secretary of the Snohomish County Bar Association's Board of Trustees and the current WCA Vice President.

## REGISTRATION

Company Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_

Attendee 1: \_\_\_\_\_ email: \_\_\_\_\_

Attendee 2: \_\_\_\_\_ email: \_\_\_\_\_

Attendee 3: \_\_\_\_\_ email: \_\_\_\_\_

Attendee 4: \_\_\_\_\_ email: \_\_\_\_\_

Attendee 5: \_\_\_\_\_ email: \_\_\_\_\_

\*Please include this form with attendee names (and payment) with attached conference registration.





# Speaker Presentations | Friday

## Keynote

Friday, May 17, 2019 • 8:45 – 9:45am

**Nash Fung, "*The Performer*" | Chase the Impossible**

**Learn the magic behind achieving your next breakthrough.**

A lot of times, we have to create the impossible, whether we face a difficult task or want to realize a grand vision. Discover the techniques and approaches magicians use to create the "impossible," so you can move past barriers and build on your successes.



- The #1 obstacle that is holding us back from achieving our ambitions
- The benefits of setting an impossible goal
- The "real" reason why we must pursue our dreams fearlessly

Our keynote speaker, Nash Fung, will weave these teaching points with entertaining stories and interactive magic that keeps attendees engaged, laughing, and learning—and then going out into the world to realize their biggest dreams.

## REGISTRATION

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Attendee 1: \_\_\_\_\_ email: \_\_\_\_\_

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Attendee 3: \_\_\_\_\_ email: \_\_\_\_\_

Attendee 4: \_\_\_\_\_ email: \_\_\_\_\_

Attendee 5: \_\_\_\_\_ email: \_\_\_\_\_

Please include this form with attendee names with attached conference registration.



# Speaker Presentations | Friday

## ICA Lobbyist Report

Friday, May 18, 2019 • 9:45 – 10:15am

### John Watts | Attorney at Law

Our legislative advisor, John Watts, will begin our program today.

John Watts is a founding partner with Veritas Advisors and has represented the Alliance since 2007.



John grew up farming and ranching in Utah before moving to Idaho in 1977 to complete a Masters degree in Public Administration and Public Affairs. After his graduate studies, he worked as a Legal Analyst for the State of Idaho, and later was appointed the executive director of Idaho's Council on Developmental Disabilities serving three different governors. His most personally gratifying honor was his appointment to serve as an Idaho Fish and

Game Commissioner under Governor Dirk Kempthorne.

Since 1983, John has been lobbying the Idaho Legislature representing public and private clients conducting negotiations with legislators, legislative leadership, gubernatorial staff, state agencies, and special interest groups. He has acquired numerous state appropriations, and many substantive public policy and business tax considerations for his clients.

John is a tremendous asset for his clients, including the Chamber Alliance, as he has easy access to statewide decision makers and legislators. He is widely known and highly regarded for his expertise in the legislative process.

## REGISTRATION

Company Name: \_\_\_\_\_ Phone: \_\_\_\_\_

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Attendee 1: \_\_\_\_\_ email: \_\_\_\_\_

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Attendee 4: \_\_\_\_\_ email: \_\_\_\_\_

Attendee 5: \_\_\_\_\_ email: \_\_\_\_\_

Please include this form with attendee names with attached conference registration.





# Speaker Presentations | Saturday

## Keynote

**Saturday, May 18, 2019 • 8:00 – 8:45am**

### **Jack W. Brown III, Esq. | President ACA International**

Jack W. Brown III Esq. is president of Gulf Coast Collection Bureau in Sarasota, Fla.

Brown graduated from Florida State University with a B.S. in business management, and earned a Juris Doctor and MBA from Stetson University College of Law.

Brown is a second-generation collection agency owner. He has been an active ACA member for many years. He chaired ACA's Interstate Committee and has earned ACA's Fellow and Scholar designations. He was elected



to ACA's Board of Directors in July 2015, and is currently serving as ACA International President.

He continuously volunteers his time to the Florida Unit and has served in several board roles, including president. He was given ACA's Unit Leader of the Year Award in 2013 for his lobbying efforts to remove or modify important sections of the Florida state statute to be less onerous for the collection industry. He also played a key role in defeating legislation that would have created challenging regulations for debt buyers. Brown and Gulf Coast Collection Bureau Inc. also successfully litigated the case of *Mais v. Gulf Coast Collection Bureau Inc.*, which was pivotal in providing clarification of consent under the Telephone Consumer Protection Act.

## REGISTRATION

Company Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_

Attendee 1: \_\_\_\_\_ email: \_\_\_\_\_

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Attendee 4: \_\_\_\_\_ email: \_\_\_\_\_

Attendee 5: \_\_\_\_\_ email: \_\_\_\_\_

Please include this form with attendee names with attached conference registration.



# Speaker Presentations | Saturday

## Speakers

Saturday, May 18, 2019 • 8:45 – 9:45am

Anthony Polidory, ID-DOF

## REGISTRATION

Company Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_

Attendee 1: \_\_\_\_\_ email: \_\_\_\_\_

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Please include this form with attendee names with attached conference registration.





# Speaker Presentations | Saturday

## WCA Lobbyist Report Saturday, May 18, 2019 • 10:00 – 11:00am

### Mark Gjurasic

Mark Gjurasic, President of Public Affairs of Washington, has been WCA's veteran lobbyist for over 25 years. On issues of licensing, taxes, and regulation, Mark understands the policies, legislation and process of how a bill becomes law and how to influence bills before they become law. In addition, he has skills and government contacts that have nurtured over the years that have led to productive relationships with WCA.



### Chester Baldwin

Chet Baldwin, Public Affairs Consulting LLC, has over ten years of experience as a lobbyist and attorney in private practice representing clients at the Legislature and with agencies of government. He has built strong relationships with lawmakers in House and Senate Leadership and members of each caucus to expedite the priorities of his clients. Chet's business experience along with his degrees in healthcare, finance, business computer information systems, and law make him uniquely positioned to bring unified solutions on a broad range of client issues. He routinely facilitates client meetings with lawmakers, reviews and drafts legislation, and testifies before the Legislature.



Together Mark and Chet form a very dynamic duo. Both men have committed themselves to aggressively advancing our issues and looking for efficient and effective legislative solutions that will benefit the collection industry and the WCA for years to come.

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Company Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_

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Attendee 5: \_\_\_\_\_ email: \_\_\_\_\_

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# Speaker Presentations | Saturday

## New Laws, Regulations and Impactful Court Cases

Saturday, May 18, 2019 • 11:00 – 11:50am

**Marc Rosenberg | Attorney at Law**

Mr. Rosenberg is a shareholder at Lee Smart who concentrates his practice on defense of claims involving professional liability, debtor-creditor law, civil rights, employment practices, construction litigation, and general liability. He has appeared in the trial courts and courts of appeals in both state and federal courts.



Mr. Rosenberg graduated cum laude from the University Of Miami School Of Law in December 2000, and has worked at Lee Smart since 2001. Mr. Rosenberg is a member of the Washington State Bar Association, has authored published articles, and been consistently named a Rising Star by Washington Law & Politics magazine.

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# Relax and Explore

