

# SUCCESSFULLY NAVIGATING, NEGOTIATING, AND RESOLVING ACCOUNT DISPUTES

June 12, 2019

## Event Details:

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**Partner Karen Hart is presenting “Successfully NAVIGATING, NEGOTIATING, and RESOLVING Account Disputes” for the National Association of Credit Management (NACM) Southwest.**

### **Date/Time:**

Wednesday, June 12, 2019  
10:00 – 11:30 AM

### **Location:**

Odessa Country Club  
1 Fairway Drive  
Odessa, TX 79765

### **Event Overview:**

The presentation will answer the following questions:

- How should you properly DOCUMENT account disputes?
- What practical steps can you take to NEGOTIATE with your customer and navigate toward a successful resolution?

- How can you RESOLVE customer DISPUTES...everything from settlement agreements to payouts to agreed judgments?
- Should you document any COMPROMISES reached regarding payments or terms and why?
- What are some NEGOTIATION TACTICS and tips you can use prior to and during litigation and even after judgment is entered?
- How does MEDIATION fit into the negotiation and litigation process?

For more information and to register, please click [here](#).

## Related Practices

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International  
Litigation  
Real Estate Law

## Practice Area Contact

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Karen L. Hart