

**The Federation of Credit & Financial Professionals, the oldest business credit association in North America, announces growth strategy**

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**FOR IMMEDIATE RELEASE**

**South Plainfield, NJ - The [Federation of Credit & Financial Professionals](#), the oldest business credit association in the United States (founded 1896 in New York City) announces a five year strategy to build national membership and best-in-class services.**

**Joseph McNamara**, the Federation's Chairman, said "Our mission is to create value for the credit profession by providing professional best-practices training and peer networking to credit practitioners and senior executives. We will be partnering with other progressive trade and credit associations who will benefit from what we do, just as we will benefit from their content."



[Joseph  
McNamara](#)

Adding to this, [Ken Frisco](#), who is the Operating Board Member and is a former credit executive for Sony said, "We will expand our highly-regarded webinar series, and you will see a creative approach to thought-leadership workshops, conferences, career building events, as well as rich content partnerships with leading domestic and international associations that are innovative in their outlook."

In addition, Frisco continued, "the Federation has an invaluable technology partnership with [Credit2B LLC](#), the provider of best-in-class trade credit and financial risk reporting solutions, and their unique state-of-the-art group trade data sharing, activities management and peer networking platform. The Federation looks forward to expanding this platform capability as a benefit to other associations as well."

“ We will establish an affiliate network based on mutual goals. ”  
-- *Joseph McNamara*

McNamara continued, "Our goal is to double our membership by 2016, attracting the most important foundational companies in every industry, as well as many hundreds of middle-market companies that will benefit greatly from our programs. In addition, we will establish an affiliate network based on mutual goals."

**Harris Semegram**, Director of Credit at Prestige Brands, and an active user of these services said "I've been proud to be associated with an organization that has the depth and expertise of the Federation of Credit for several years but I am more enthusiastic than ever by the fresh thinking and innovation of the Federation of Credit and its partners have to offer members going forward."

In summary, Frisco said "while this is the third century in which the Federation is providing service to the credit community, we expect the next five years to be the best. We are embarking on an exciting journey with great confidence in our ability to achieve our goals for you. Please come along with us."

**About the Federation of Credit & Financial Professionals**

The Federation of Credit and Financial Professionals, Inc. founded in 1896, is one of the oldest business credit federations in the world. It has more than 2,000 credit, collection, and financial professionals participating in its programs, and one of the most influential peer networks in the industry. Leading Fortune 500 companies constitute its foundation. Members represent diverse segments of the economy, including manufacturing, consumer goods, healthcare, distribution, construction and financial businesses.

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