

IFA Northeast Announces New Board

May 2016 – The International Factoring Association (IFA) Northeast Chapter is pleased to announce the new composition of officers to its board.

The IFA Northeast Chapter new leadership board includes:

- Executive Director - Harvey Gross of HSG Services, Inc.
- Chairman - Stuart Rosenthal of Prestige Capital Corporation
- President - Paul Schuldiner of King Trade Capital
- Vice President - Bob Grbic of Capital Business Credit
- Secretary - Richard Simon of Mandelbaum Salsburg
- Treasurer - Bridget Day of WeiserMazars LLP
- Vice President Education - John Bettex, DS-Concept Factoring, Inc.
- Vice President Communications - Eileen Banasiak of Liquid Capital Express, LLC

The IFA Northeast is celebrating its second year. During this time, the IFA Northeast has hosted several educational workshops on timely topics and co-hosted events with NY Institute of Credit (NYIC) and American Bankruptcy Institute (ABI) including factoring panel discussions, Shark Tank and golf and tennis outing.

Most recently, the IFA Northeast held its Executive Roundtable Retreat that featured a presentation from the Corporation Service Company (CSC) that addressed blind deals and how to close deals in the first position. Bob Grbic of Capital Business Credit led a presentation on lending, which segued into a highly interactive, educational roundtable discussion on merchant cash advance vs. factoring, UCC filings, BDO's vs. online sales and business retention. Attendees, which were comprised of business owners, lawyers and top officers from the factoring industry took away implementable best practices results.

Currently, with the huge success of the Executive Roundtable Retreat the board is considering hosting these types of events going forward. A survey will be going out next month seeking input as interest level for training, education for staff, topics of interest, networking, event locations and time, how often, level of interest in webinars, membership satisfaction, etc.

Please visit the IFA Northeast website IFANortheast.org, which contains information about IFA Northeast, membership, upcoming events, sponsorship opportunities, articles/blogs, committees, news and so much more. If you are interested in joining a committee, becoming a sponsor, submitting a blog, or have questions, please email us at info@ifanortheast.org.

About IFA Northeast

The IFA Northeast Chapter was Formed in 2014 with a vision of providing educational workshops, seminars, training and events to our region which address and meet the current needs and future growth of factoring companies and trade finance companies in the Boston, New York, Philadelphia, New Jersey and Washington D.C. areas that are of the quality our business finance professionals have come to expect from the IFA.