



Credit Institute of Canada:
Providing Professional Credit Ability

OUR MEMBERS...

- ✓ Uphold the highest ethical standards
- ✓ Act with honesty and integrity
- ✓ Demonstrate professionalism and trust
- ✓ Maintain stability and discipline
- ✓ Represent accountability and compliance
- ✓ Provide foresight, resourcefulness, skill, and intuition
- ✓ Embrace and encourage learning and continuous education

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**THE CREDIT INSTITUTE
OF CANADA CAN HELP
YOU COMPARE APPLES
TO APPLES**



**CIC professional designations
identify the pick of the crop.**

When prospective credit customers look very much the same, you need the one reliable, time-tested, quality-control mechanism readily available to guarantee that you can distinguish the good apples from the bad. You need the professional, FCI designation offered only by the Credit Institute of Canada.

FCI-designated members ensure the highest level of knowledge, performance, ethics and professionalism in the Credit Management sector, providing you with the comprehensive data, sound advice and intuitive insight you require.

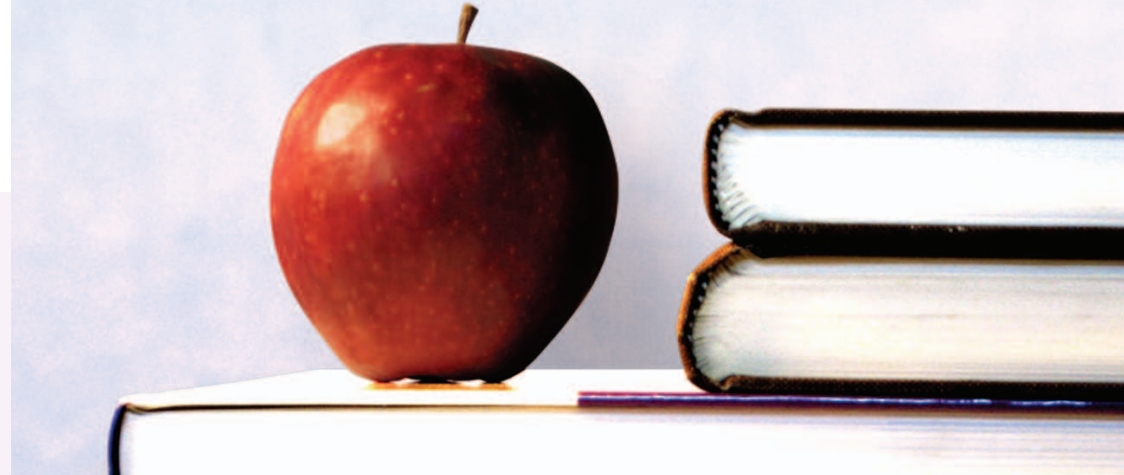
Our demanding FCI (Fellow Credit Institute) Program consists of eight courses, including six foundation level CGA courses, and two in-depth credit management courses. Graduates who have successfully completed the Program with five years of practical experience are eligible to receive the FCI designation.

We support our members with continuing professional development, comprehensive credit reference materials and industry updates and information, ensuring that your business remains at the forefront of credit management theory, insight and practice.

In order to advance your business, look for people with FCI designations. Alternatively, look to those with Credit Management and Advanced Credit Management qualifications or those who demonstrate both the interest and initiative to be involved with the Credit Institute as an Affiliate Member or Credit Basics student.

The strength of your credit management team is reflected directly in your bottom line. Hiring FCI-designated professionals will ensure that you profit from best practices and benefit from the pick of the crop in credit management.

Minimize risk



The Credit Institute of Canada has Credit Ability.

Profit from our values and expertise

Created by a special Act of Parliament on June 11, 1928, The Credit Institute of Canada (CIC) is the only Canadian organization which grants official designations to professionals in the Canadian credit field.

Our professional association provides its members with the most current and comprehensive credit management resources, education and certification.

The Credit Institute of Canada is recognized as the primary source of credit management training in the country.

Our certified credit professional designation FCI (Fellow Credit Institute) is widely acknowledged in today's global marketplace as a symbol of excellence in credit management.

CIC members maintain an integrated and comprehensive perspective in protecting Canadian businesses in today's changing global environment by providing the most value to our stakeholders.

Through accountability, compliance and protection of assets, members provide an integral service to businesses which profit from our values and expertise.

What professionals have to say

“Our Credit Department team has a sales support responsibility to achieve annual revenues in excess of \$2 billion along with stretch profitability targets. ‘Effective’ credit management is an extremely delicate art that goes well beyond simply evaluating the credit worthiness of your customer only at the point of sale. Without a doubt, the Credit Institute of Canada FCI education program, which combines credit-specific courses and very topical business-related studies, has better equipped me to become a more effective Credit Manager.” – *Mitch Stolarchuk, FCI, Senior Finance & Credit Manager, Finning (Canada)*

“By extending favorable credit terms to some customers and more restrictive terms to others, Yanke has significantly reduced risk exposure and DSO while at the same time increased sales and profitability. A designated FCI Credit Manager seems to have the unique ability to protect our largest asset – Accounts Receivable. I have complete confidence in my FCI Credit Manager to consistently make the right credit decisions for our company, while at the same time adhering to our Mission, Vision & Core Values.” – *Bob Pratt, CA, Vice President Finance, Yanke Group of Companies*

A CERTIFIED, FCI CREDIT PROFESSIONAL KNOWS HOW TO...

- ✓ Increase sales
- ✓ Minimize risk
- ✓ Increase accountability, compliance and protection of assets
- ✓ Reduce bad debt
- ✓ Increase cash flow
- ✓ Facilitate better faster sales decisions

Profit from the insight and experience of a certified credit professional FCI who has the unique ability to balance relationships in addition to balance sheets.

The Fellow of Credit Institute (FCI) designation is available only through the Credit Institute of Canada.

Profit from our values and expertise

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