

## A 3-Year Strategic Plan for FECMA

During the FECMA Council Meeting which was held on Friday, 19<sup>th</sup> May 2017 in Almere, The Netherlands and chaired by the newly elected FECMA President Josef Busuttill, a 3-year Strategic Plan was approved.



### Objective of the Strategic Plan

The objective of the 3-Year Strategic Plan is to add value to the National Credit Management Associations, members of FECMA, and also to the members of these Associations, hence, the European credit profession at large.

**Josef Busuttill**  
FECMA President  
MACM Director General

### Strategies

Following a lengthy discussion by the FECMA Members, the following strategies were identified to achieve the Strategic Plan's objective:

- To enhance networking between European Credit Management Associations and their members in order to share best credit management practices across Europe. Thus, protecting their cash flow and profit;
- To undertake research in the field of credit management in Europe and to disseminate the study of this research with the Members of FECMA;
- To lobby for a better credit environment in Europe;
- To develop a European Qualification in Credit Management which would complement with the qualifications offered by European Credit Management Institutes, members of FECMA.