



ARE PROUD TO SPONSOR A

UNIQUE 2-DAY SEMINAR: "The Secrets of Successful Trade Financing"

Here is a special opportunity to learn more about global trade and finance. Presented by **THE AMERICAN EXPORT TRAINING INSTITUTE (AETI)**, a division of Export Risk Management, Inc., this interactive 2-day seminar provides indispensable tools, techniques, and practical knowledge for export financing.

During this unique workshop, attendees will gain a clearer understanding of how to *really* use financing tools such as letters of credit & government resources; offer competitive terms & yet receive payment upon shipment; protect balance sheets from the risks of international trade; and create win-win client relationships that increase international sales. Chip Thomas, a global trade and banking expert, will lead the program.

Who should attend? Anyone responsible for export decisions: CEOs & CFOs, International Sales and Marketing executives, Export Managers, Controllers, Accountants, Finance Officers, and Credit Managers.

You Will Learn How To:

- Decrease Risks
- Increase Sales
- Improve Your Cash Flow
- Make the Banks Work for You
- Use Letters of Credit: The 20 Critical Do's & Don'ts
- Use Drafts & Acceptances

Complete Agenda: www.exportrisk.com

October 14–15
8:30 AM - 5:00 PM
100 West 33rd St.
4th Floor Media Room
New York, NY 10001

TO ENSURE EFFECTIVE INSTRUCTION AETI'S SEMINAR IS LIMITED TO 25 PARTICIPANTS, SO COMPLETE AND FAX YOUR REGISTRATION FORM TODAY!

- Please Note •

Registration is complete only upon payment. Please select a credit card option to secure your reservation, and fax it immediately to (860) 435-0436!

Or mail registration and check payable to: Export Risk Management, Inc., 225 Taconic Road, Salisbury, CT 06068 PH: (860) 435-0430

Paid registrations received by September 20th obtain a \$25 discount!

Name (please submit a separate form for each person)			
Title		Company	
P.O. Box or Street Address		E-mail Address	
City	State	Zip	Phone () Fax ()
Payment Options: <input type="checkbox"/> Check <input type="checkbox"/> Visa <input type="checkbox"/> Master Card <input type="checkbox"/> American Express <input type="checkbox"/> Diner's Club			
Registration Fee (includes course materials, refreshments, lunch): <input type="checkbox"/> \$ 495 (one registrant) <input type="checkbox"/> \$ 395 each (two or more people)			
<input type="checkbox"/> \$ 295 (Small Business Discount: < \$10MM in Annual Sales) <input type="checkbox"/> \$ 325 (Prior attendee discount) <input type="checkbox"/> \$_____ (Other-Call)			
Cardholder Name (print)		Credit Card Number	Exp. Date
Signature			AETI use only: Trade

Advance Payment is Required. No refunds will be granted. Substitutions may be made at any time at no charge.

Up to 16 Continuing Education and CPE credits available!