



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:

- Use INCOTERMS 2010
- 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

**June 15-16**  
**8:30 AM - 5:00 PM**  
**SunTrust**  
**1445 New York Ave. NW, 9<sup>th</sup> Fl**  
**Washington, DC 20005**

### 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 May 27<sup>th</sup> 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 ( )
<b>Payment Options:</b> <input type="checkbox"/> Check <input type="checkbox"/> Visa <input type="checkbox"/> Master Card <input type="checkbox"/> American Express <input type="checkbox"/> Diner's Club			
<b>Registration Fee</b> (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!**