



## International Credit & Foreign Exchange Risk Management

This seminar will address the challenges of being paid for international transactions and will present key approaches to minimize risks and optimize your competitiveness.

*Co-sponsored by*



### Details:

**Monday, November 18, 2019**

9:30 am Registration  
10am -12noon Presentations  
12:05 -1pm Networking Luncheon  
& Presentation

SIUE campus  
Morris Center –Maple/Dogwood Room (2<sup>nd</sup>  
floor)  
Edwardsville, IL 62026

**Fee \$25**  
Space is limited

**Registration is required**

**Online:**  
[commerce.cashnet.com/siuebus](http://commerce.cashnet.com/siuebus)

**Email:**  
[International-Trade-Center@siue.edu](mailto:International-Trade-Center@siue.edu)

**Phone:** 618-650-3851      **Fax:** 618-650-2647

### International Payments

Whether you are exporting or importing, it is critical that your payments be completed promptly and efficiently in order to maximize success in today's competitive market. Learn about the range of payment methods used in international transactions to reduce risk, including letters of credit

### Currency

Whether your business trades in euros or yuan –or other minor or exotic currencies-this program will cover the basic concepts of foreign exchange, billing customers in U.S. dollars versus local currency and the benefits of invoicing in foreign currency. An actual foreign invoice in the buyer's currency will be created during the seminar.

### Financing

Maximize your profit potential by working with the right partners and programs to increase your borrowing and credit capacity. Learn how to take advantage of U.S. government support through export credit insurance and loan guarantees.

### Presenters:

- ❖ **Angie Kappel**, CTP, VP Foreign Exchange, Associated Bank, NA
- ❖ **Paul Eversman**, VP Foreign Exchange & Trade Finance, Associated Bank, NA
- ❖ **Larry Cresswell**, Export Finance Manager, Small Business Administration
- ❖ **Mark Klein**, Regional Director, Export Import Bank of the U.S.