

TRADE LUNCHEON SERIES

Due Diligence: Best Practices for Screening International Business Partners

BLITZ SCAM SCREENING: *HOT POTATO OR HOT PROSPECT?*

Presented by: *Louise M. Kern, Managing Director, GloBIS, Chicago*

This workshop will teach you how to know in five minutes, for free, from your own computer, whether you should drop a business relationship or pursue it.

Many international trade fraud cases GloBIS has investigated could have been prevented through simple open source Internet screening.

Learn tips to incorporate into your standard routine to avoid wasting time or getting burned. Spoiler alert: where there's smoke, **there's fire.**

THURSDAY, SEPTEMBER 28, 2017

12:00 Noon – 2:00 PM

(11:30am registration and networking luncheon)

SOUTHERN ILLINOIS UNIVERSITY EDWARDSVILLE

Morris Center – Maple/Dogwood Room (second level)

- ▶ Concrete steps to follow to screen every international partner.
 - ▶ Red flags you need to recognize.
- ▶ Common Chinese scams will be highlighted and how to avoid them.
- ▶ Hear about actual cases where companies were targeted by scams:
 - from Beijing to Bahrain- so you can avoid falling victim, too.

Participants are welcome to bring questionable emails received to review them as case studies during or following this session in *one-on-one discussions*.

Please complete
and send to:

ILLINOIS SBDC
INTERNATIONAL
TRADE CENTER
SOUTHERN ILLINOIS UNIVERSITY EDWARDSVILLE

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Fee: \$25. Registration required
Space is limited
Checks payable to: **SIUE**

To register: (<http://commerce.cashnet.com/siuebus>)

Names /Titles _____

Company Name _____

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City _____ State _____ Zip Code _____

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GLOBAL INFORMATION EXPLORES GROWTH

