



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

Complete Agenda: www.exportrisk.com

April 11-12
8:30 AM - 5:00 PM
Rain Bird
6991 E. Southpoint Rd., Bldg #1
Tucson, AZ 85756

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 March 21st 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: Check Visa Master Card American Express Diner's Club

Registration Fee (includes course materials, refreshments, lunch): \$ 495 (one registrant) \$ 395 each (two or more people)

\$ 295 (Small Business Discount: < \$10MM in Annual Sales) \$ 325 (Prior attendee discount) \$_____ (Other-Call)

Cardholder Name (print)	Credit Card Number	Exp. Date
Signature		AETI use only: TT

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!