



# EXPORT FINANCE WORKSHOP

*Strategies to Increase Sales & Reduce Risk*



THE UNIVERSITY OF ALABAMA\*

If financing is not part of your export strategy, you could be missing out on important sales or exposing your company to unnecessary risks.

Do not miss this opportunity to hear from leading trade finance experts on ways to increase your export sales and reduce risk.

Receive the latest information on export financing programs available with U.S. government backing from the U.S. Small Business Administration and the Export-Import Bank.

### Who should attend?

CEOs, CFOs, and international sales managers of export-ready or export-capable companies and lenders

### You will learn how to:

- Offer financing at competitive rates to prospective customers
- Offer the most appropriate method of payment
- Obtain working capital loans with U.S. government backing to provide capital for inventory, hiring, and performance bonds to support export sales orders
- Utilize export credit insurance to protect against buyer non-payment, minimize risk, and offer credit terms to international buyers;

### Speakers include:

David Leonard, Regional Export Finance Manager, U.S. Small Business Administration, Atlanta

Glenn Sigler, Trade Finance Consultant, Alabama International Trade Center

Bill Cummins, Executive Director, Alabama SBDC Network

[Click here to register online](#)



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THE CHAMBER FOR REGIONAL PROSPERITY



### DATE

August 22, 2017

**TIME:** 9:00am-1:00pm

### LOCATION

Innovation Depot  
Training Room-Atrium  
1500 1<sup>st</sup> Ave North  
Birmingham, AL

**No fee, registration is required. Lunch provided:**

[Click here to register online](#)



Alabama Department of Commerce



Alabama SBDC Network is a statewide service network funded in part through cooperative agreements with the U.S. Small Business Administration (SBA), Defense Logistics Agency, and the State of Alabama. Hosted by The University of Alabama. Nationally accredited by the Association of SBDCs.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Karla Jordan, Box 870396, Tuscaloosa, AL 35487-0396. 1-877-825-7232.



Alabama International  
Trade Center  
THE UNIVERSITY OF ALABAMA



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# Export Finance Workshop

Innovation Depot - August 22, 2017

## Agenda

- 9:00            **Registration & Networking**
- 9:30            **Welcome**
- Methods of Payment and Export Credit**  
Glenn Sigler, Trade Finance Consultant  
Alabama International Trade Center
- 10:15          **Export Finance**
- Export-Import Bank Solutions**  
Bill Cummins, Executive Director  
Alabama SBDC Network
- 10:35          **Break**
- 10:45          **SBA Export Finance Programs**  
David Leonard, Regional Export Finance Manager  
U.S. Small Business Administration, Atlanta
- 11:30          **Panel Discussion and Q&A**
- 12:00          **Networking Lunch**



**Export  
Alabama  
Alliance**



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Working for America's Exporters



United States of America  
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