



NAITA Export Survivor Series: *Financing the International Transaction & Getting Paid*

Thursday · June 9, 2005 · 8:30 – 11:30 a.m. · at BizTech · 515 Sparkman Dr. · Huntsville

The North Alabama International Trade Association (NAITA) presents *Financing the International Transaction & Getting Paid*, the third in a series of in-depth international business seminars in the *NAITA Export Survivor Seminar Series*. Minimize payment risks for products sold overseas while maintaining competitive pricing terms to the international customer. The role of banks in the export process will be defined, allowing participants to gain a better understanding of how to fully use their banks' international departments. Identifying and managing foreign commercial and political risks and making informed credit decisions will enable a company to maintain financial stability. EXIM Bank and SBA Export Finance programs will also be presented.

Speakers include:

- **Tim Schipke**, Vice President, International Banking, AmSouth Bank, Birmingham
- **Terry Joyce**, Vice President & Manager, Foreign Exchange, Regions Financial Corporation, Birmingham
- **Carol DeCastr**a, Trade Finance Consultant, Alabama International Trade Center, Tuscaloosa
- **Kelly Kemp**, Business Development Officer, Export-Import Bank of the United States (EXIM Bank), Houston

The remaining NAITA Export Survivor date & topic is:
June 23 – *The Export Transaction: Moving Your Product Overseas*



Export Survivor – Financing & Getting Paid RESERVATION FORM

June 9, 2005 • at BizTech • Early reservations are advised • Seating is limited

\$35 – NAITA Member \$50 – Non-Member

NAME _____ TITLE _____

COMPANY _____ PHONE _____ FAX _____

ADDRESS _____ email _____

CITY _____ STATE _____ ZIP _____

Please return this form with a check (no credit cards), **payable to NAITA**, P.O. Box 2457, Huntsville, AL 35804, or Fax: 256.532.3704, or email info: rsvp@naita.org. Questions? Contact NAITA at 256.532.3505 or naita@naita.org.