



NAITA
North Alabama International Trade Association



U.S. COMMERCIAL SERVICE
United States of America
Department of Commerce

2006 NAITA Trade Education Tour: *Navigating Export Finance & Getting Paid Briefings*

August 22-25, 2006 • Muscle Shoals • Decatur • Guntersville • Anniston

As companies grow and expand their reach beyond U.S. borders, they are faced with issues affecting their business which differ from those experienced in the domestic market. In order to navigate the challenges unique to operating in the international market, many companies choose to partner with a financial institution that can help guide them through these sometimes choppy waters. A full array of solutions is available to meet your global payment and cash management requirements.

Attend one of the briefings held in your community in August for an overview of export finance and payment options, then participate in the more in-depth seminar on September 12 in Huntsville (further information available soon) to learn to effectively minimize payment risks for products sold overseas while maintaining competitive pricing terms to your 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 a bank's international department. Identifying and managing foreign commercial and political risks and making informed credit decisions will enable a company to maintain financial stability.

Each briefing session will highlight currency risk management, foreign exchange, and payment options, including letters of credit and documentary collections. Please see below for briefing times and locations, and check the session you wish to attend.

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***Export Finance Briefing Sessions* RESERVATION FORM**

- August 22 – Muscle Shoals** – Box Lunch, 11:30 a.m., Wachovia, 2015 East Avalon Ave.
- August 23 – Decatur** – Box Lunch, 11:30 a.m., Wachovia, 254 Moulton Street East
- August 24 – Guntersville** – Box Lunch, 11:30 a.m., Wachovia, 600 Gunter Ave.
- August 25 – Anniston** – Breakfast Briefing, 7:30 a.m., Wachovia, 1000 Quintard Ave.

FREE – NAITA Members

\$10/ Non-Member

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Questions? Contact NAITA at 256.532.3505 or naita@naita.org.