



## **“Finding Financing for Florida’s Exporters”**

*A must-attend event for Florida exporters and banks wishing to increase their international sales*

**Friday, November 20, 2009**  
**Hotel Intercontinental West – Doral**  
2505 NW 87<sup>th</sup> Avenue, Miami, Florida 33172

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**U.S. Dept of Commerce**

*In cooperation with*

**Florida International Bankers Association (FIBA), Inc.**

*And supporting organizations*

**U.S. Export-Import Bank \* Small Business Administration \* Florida Export Finance Corporation**  
**Enterprise Florida \* Florida Foreign Trade Association**  
**Greater Miami Chamber of Commerce \* Jay Malina International Trade Consortium**

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**Cost \$ 65 per person** *(includes presentations, lunch and matchmaker sessions)*

**RSVP :** [www.fiba.net](http://www.fiba.net) (Events Calendar) or <http://www.fiba-events.net/eventdetails.asp?EventID=1183439955>

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### **Who should attend:**

- Florida exporters looking for new ways to finance their exports
- Bankers interested in expanding their financing of trade exports

### **Why you should attend:**

- Understand what banks are looking for in exporters and international transactions
- Learn more about non-traditional financing products for exports
- Meet one-on-one with bankers and trade finance specialists

*This seminar offers a unique opportunity for exporters and bankers to discuss the many export finance programs offered by local banks and U.S. government agencies. Florida exporters (including small and medium sized companies) will learn about innovative trade finance products, methods of export finance, and will have the opportunity to meet with bankers and trade finance specialists one-on-one.*

### **Agenda Summary:**

- Developing an international credit policy
- Identifying and managing payment risk
- Selecting an international bank
- Finding financing for undercapitalized exporters
- Using export credit insurance
- Employing receivables financing

# **Finding Financing for Florida's Exporters**

*Miami, Florida*

**November 20, 2009**

**Hotel Intercontinental – Doral**

**8:45 a.m. to 4:30 p.m.**

## **I. Welcome and Introduction**

- 9:00 a.m.** A. Welcome and Introduction
- US Dept of Commerce
  - FIBA – Florida Int'l Bankers Association

## **II. Export Finance: Tools for Successful Exporting (Panel and Q & A)**

- 9:30 a.m.** A. Creating an International Credit Policy  
B. Managing Export Risks with Bank Mitigation Tools  
C. Working with Your International Bank

**11:00 a.m.** **Break**

## **III. Export Finance: More Tools for Successful Exporting (Panel and Q & A)**

- 11:15 a.m.** A. Finding Transaction Financing for Undercapitalized Exporters  
B. Using Export Credit Insurance as a Sales/Financing Tool  
C. Employing Receivables Financing  
D. Using Payment Enhancement Techniques to Sell to Latin American buyers

**12:30 p.m.** **Luncheon Keynote Speaker: An Export Success Story**

## **IV. U.S. Government and Multilateral Programs to Help Close the Trade Finance Gap (Panel and Q & A)**

- 1:30 p.m.** A. U.S. Export-Import Bank  
B. Small Business Administration  
C. World Bank

## **V. Individual Counseling Sessions with Speakers and Bankers**

**2:30 p.m. – 4:30 p.m.** One-on-One Sessions (15 minutes each)  
(contact sarah.cook@mail.doc.gov)

To register for the program (\$65 per person), go to [www.fiba.net](http://www.fiba.net) (events calendar) or click here: <http://www.fiba-events.net/eventdetails.asp?EventID=1183439955>