



Trade Credit Programs Tools to Minimize Financial Risks and Improve Cash Flow

Tuesday, June 2, 2020 | 11:00AM-12:00 PM | Free Live Webinar

*What can you do to minimize financial risks of exporting in these uncertain times?
Is there a better way to address cash flow issues related to international transactions?
Does Export Credit Insurance protect your business against buyer nonpayment?*

The global pandemic has many businesses re-thinking how they have operated in the past, searching for new opportunities, and refining their international business strategy to emerge stronger in a post-COVID world. Our expert presenters will cover risks and benefits of selling on open payment terms, suitable risk mitigation tools to maximize opportunities in foreign markets, and changes to EXIM Bank programs in response to COVID-19. You'll also hear directly from one Maine manufacturer – Auburn Manufacturing, Inc. (MITC's 2019 Exporter of the Year) – about how the company used Export Credit Insurance as part of their overall growth strategy.

Presenters:

Richard Foy

EXIM Bank - Regional Director, Northeast, Export-Import Bank of the United States

Brent F. Hoots

Principal & Founder, NaviTrade Structured Finance, LLC

Kathie Leonard

CEO, Auburn Manufacturing, Inc.