



The **Florida District Export Council** presents:

EXPORT UNIVERSITY 301: EXPORT FINANCE SOLUTIONS

Sponsored by SunTrust Bank and TD Bank



EXPORT UNIVERSITY is a training program developed by the Florida District Export Council to assist Florida companies further their export initiatives, to gain specific skills and utilize innovation in generating international sales.



Export 301: Export Financing Solutions is a high level course for companies actively involved in exporting that are looking for enhanced solutions to finance the growth of export sales and mitigate payment risks. **Who should attend:** CFO's, CEO's, Controllers or Credit Managers with companies actively involved in exporting.

TOPICS / SPEAKERS / PANELISTS

- ▶ **Export Financing Programs:** *Panel of Experts discuss various export financing programs; uses, features, requirements and how they work together: **Ex-IM Bank**, Small Business Administration, Florida Export Finance Corp., Suntrust Bank, TD Bank, Gateway Commercial Finance.*
- ▶ **International Methods of Payment / Sales Terms** – *the risks and how they affect working capital*
- ▶ **Foreign Exchange** - *mitigating the risks when buying or selling in foreign currencies*
- ▶ **Preparing Financial Packages** *for Export Working Capital facilities*
- ▶ **Local Exporters** *lend insight on best practices*



When: Wednesday, October 24, 2012
▶ 9:00 AM - 2:00 PM ◀



Where: University Center, Room 1090
12000 Alumni Drive, Jacksonville, FL 32224



Cost: \$45 (breakfast and hot lunch included – FREE parking)
▶ Registration Deadline: 5:00 PM, Monday, October 22 ◀

REGISTRATION AND PAYMENT

Registration: <http://go.usa.gov/Yrcz>



For Registrations by mail please send this form and check payable to: "U.S. Department of Commerce" to
Jorge Arce, 3 Independent Drive, Jacksonville, FL 32202

Questions: Jorge Arce: jorge.arce@trade.gov, P: 904-232-1270; C: 904-477-9485 (Fax 904-232-1271)

Name: _____ Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____