

FUNDAMENTALS OF INTERNATIONAL CREDIT

About This Class

Learn the ins and outs of international credit through this interactive seminar. This educational session will place special focus on commercial risk, country risk, country risk analysis, internal & external economic indicators, foreign exchange risk, sovereign risk and international payment terms. This class will also consider the following topics:

- Resource Base
- Government Policy
- Hidden Trade Barriers
- External Accounts
- Internal and External Accounts
- Political Risk
- Cash in Advance
- Letters of Credit
- Forfaiting
- Credit Insurance
- Sight Draft against Payment
- Time Draft
- Cash against Documents (CAD)
- Open Account
- Consignment

About the Instructor

Larry O'Brien, CCE, CICP, is the Director of Corporate Credit at PotashCorp with responsibility for all domestic and international credit. With over 27 years of credit experience, O'Brien has been a panel member at past FCIB conferences and has been a speaker at past NACM conferences and industry meetings on the subject of domestic and international credit and financial statement analysis. O'Brien is a graduate of Lewis University in Romeoville, IL with a Bachelors Degree in Business Administration. He is also a graduate of NACM's Graduate School of Credit & Financial Management at Dartmouth College.

CEU and CCE recertification points are available for this course.

REGISTRATION FORM

Date

September 20, 2011

Time

8:30 a.m. – noon

(Continental breakfast at 8 a.m.)

Location

NACM Midwest
3005 Tollview Drive
Rolling Meadows, IL

Cost

\$149 per member
(One coupon is valid)
\$298 per non-member

Name _____ Member # _____

Company _____ Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ E-Mail _____

All payments must be received one week prior to class start date.

Check—Payable to NACM Midwest and mail to: 3005 Tollview Drive, Rolling Meadows, IL 60008

Credit card—Call Kathy Berendsen at 800-935-6226, ext. 6410 to make your payment.

Cancellation Policy: Cancellations must be received in writing, via fax e-mail or mail, no later than two weeks prior to the event date to qualify for a full refund. Cancellations received later than two weeks prior to the event date do NOT qualify for a refund of registration fees. Sorry, phone cancellations cannot be honored. A 20% surcharge applies to registrations received after a week before class start date. If you have any questions, please e-mail info@nacmconnect.org.

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Fax this form to 847-253-6241. Please use this registration form as your invoice.