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MEETING NOTICE

DATE: Wednesday, March 25, 2015

PLACE: Holiday Inn Milwaukee Riverfront | 414.962.6040 | Website

4700 N Port Washington Road

Milwaukee WI 53212

MEETING AGENDA

8:30 AM Registration & Refreshments

9:00 – Noon Welcome, Announcements & ICE Group Morning Program

12:00 – 1:00 PM Lunch Included 1:00 – 3:00 PM Afternoon Program

"BEST PRACTICES TO STANDARDIZE VETTING YOUR WORLDWIDE PARTNERS"

Led by LOUISE KERN, Managing Director, GloBIS (Global Business Information Services Inc).

Knowing exactly who you are doing business with internationally is one of the key components of your compliance program. It can help you determine whether you'll actually get paid for that sale, recognize a scammer before you are burned, and minimize the risk of wasting time and money on a bad match.

Included with this timely and important presentation, we will discuss:

Mitigating your risk in international business, right from your own computer

- Recognizing an email scam
- Identifying a legitimate buyer/seller
- What are the disclosure levels in specific countries?
- What should I know about my business partners?
- ...and much more!

"EVERYTHING YOU WANT TO KNOW ABOUT CREDIT INSURANCE...AND MORE FROM AN UNDERWRITERS PERSPECTIVE"

The afternoon program will be led by **MARK RICKERT**, Senior Vice President at Houston Casualty Company (HCC) and **ERIK CARLSON**, Senior Credit Trade Underwriter at American International Group (AIG).

- Trends in underwriting standards and competition in the past three years
- Industries that are most difficult for underwriters in medium term credits
- Differences in underwriting domestic versus international buyers
- What is needed to evaluate a credit request on the buver
- What do underwriters need to know about the supplier and how they extend credit
- Differences in underwriting short versus long-term credits
- "Commercial" risk versus "Political" risk
- Explanation of waiting periods, deductibles, debt instruments, cancelable limits, sources for insurance and guarantees and their comparative cost
- ...and much more!
- ⇒ **OVERNIGHT ROOMS:** A block of rooms has been set a side at the low rate of \$109 at Holiday Inn, where our meeting will be held. Please contact the Hotel at 414.962.6040 and mention Wisconsin Credit Association to receive the discounted rate. The block rate will expire on March 4, 2015.
- Attendance at the ICE Meetings is open to others from your company. Please make this notice available to everyone that will benefit. Business casual is appropriate for this meeting. Questions, please contact Dianna at 262/827-2880 Extension 225 diannar@wcacredit.org. Detailed directions will be provided with confirmation to attendees.

RESERVATION FORM INTERNATIONAL CREDIT EXECUTIVES GROUP Wednesday, March 25, 2015

Registration Form Also Available Online at

http://www.wcacredit.org/ICEReservationFormMarch.html

Meeting Fees: EV AL	e International Credit Executives Group Meeting on Wednesday, March 25. ERYONE FROM ICE GROUP MEMBER COMPANY: \$60 PER PERSON L OTHERS: \$125 PER PERSON es include full day meeting, handouts, refreshments and lunch
COMPANY:	ADDRESS:
Name Email	Phone
Name Email	Phone
	Phone
Email Please attach additional	attendee names and contact information as needed.
© MEETING REFRESHMENT BREAK SPONSORSHIPS NOW AVAILABLE That's right, for a \$250 sponsorship, you'll be acknowledged at the meeting during announcements, signage at the tables and in the ICE Meeting Announcement! If your company is looking for visibility and want to market to a good cause—ICE is the place to be! An in-kind donation to the ICE Group Scholarship Fund will be made for the value of your sponsorship. I wish to sponsor the next available ICE Meeting Refreshment Break. Please contact me for payment instructions and meeting date of our sponsorship. Name to appear on all printed material	
Check Enclosed \$ Please charge my/our red I have indicated the total to individual charges, a separal NAME (as it appears on created ADDRESS (as it appears on CITY EMAIL ADDRESS (for confidence of the confidence of the charge of the confidence of the charge of the charg	PAYMENT INFORMATION FOR MEETING (ICE & WCA Members Only. All Other Are Required to Pay in Advance) egistration fee(s) for \$ o be charged and have completed the information below. If multiple attendees require atteregistration is required for each person. edit card): PHONE credit card bill): STATE: ZIP state: VISAMASTER CARDDISCOVERAMERICAN EXPRESS
	EXPIRATION DATE:CVV CODE:

QUESTIONS: Please call Dianna Rowinski, 262.827.2880 X225 | diannar@wcacredit.org

RETURN TO: Wisconsin Credit Association Inc

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