



## Export Credit Insurance Seminar

**Wednesday, February 5th from 8:00 am - 9:30 am**

Holiday Inn Conference Center  
2000 Loucks Road, York, PA 17408

This seminar will discuss how to increase your export sales while minimizing risk in international markets. Short-term export credit insurance is a protection against the risk that an overseas customer would default on a payment obligation. This includes covering the risk of buyer bankruptcy and currency inconvertibility. Short-term export credit is used in a variety of ways, including increasing sales by offering more competitive credit terms, reducing transactional costs, minimizing the risks of extending credit overseas, expanding your bank credit line for working capital, and more. Short-term credit refers to sales on credit terms, usually 120 days or less. Credit insurance supports sales of agricultural products, capital products, non-capitals product and services. When you limit your risk, you will be able to compete without hesitation in international markets.

In this seminar, you will learn:

- How short-term export credit is used and why you should use it
- The requirements for short-term credit insurance
- Organizations that offer short-term export credit insurance
- The types of coverage programs
- Private and government funded insurance policies
- How to expand your bank credit line using credit insurance

**Presented by: John Strayhorn, President, Global Insurance Services, LLC.**

Global Insurance Services is a regional leader in arranging credit insurance for export and domestic sales and has been doing so since 2001. Global Insurance Services offers U.S. Government (Ex-Im Bank) and private export credit insurance products for short and medium term risk mitigation and financing needs.

### Export Credit Insurance Seminar Registration

Visa/MasterCard #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Additional Participants: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

**Cost: \$25 WTC Members/\$35 Non-Members**  
cost includes seminar handouts and breakfast

**Register By:**

- Phone: (717) 843-1090
- Fax: (717) 854-0087
- Online: [www.wtccentralpa.org](http://www.wtccentralpa.org)
- Mail: 600 N. Hartley St., Ste 110  
York, PA 17404

Checks payable to:  
*World Trade Center Harrisburg*

Note: Cancellations must be received by Feb, 3, 2014