



**First National Bank**  
Omaha

## **International Workshop Series**

(The sixth in the series of 8 classes on international trade)

### **FOREIGN EXCHANGE (FX) PAYMENTS AND TRADE FINANCE – TUESDAY – November 3, 2009**

**First National Bank Tower, 16<sup>th</sup> & Dodge, Omaha**

**8:30 – noon    Cost \$50.00 per person**

***Learn the different aspects of trading in the foreign currencies and the benefits of using them in your international transactions***

- ✓ **Learn why trading in the foreign (local) currency might be more beneficial to your company than you realize**
- ✓ **Find out how other country's banking systems work and how clearing checks in other countries are handled, plus electronic banking (ACH)**
- ✓ **Discover the difference between "spot rates", "forward contracts" and "option contracts" and how they can enhance your export trade**
- ✓ **Find out how to price your quotes (Proforma Invoices) or purchase orders in the foreign currency**
- ✓ **Understand the different types of exposure in international trade and how they impact your company and your international transactions**
- ✓ **Find out everything you wanted to know about wire transfers to or from other countries, and why some take longer to receive than others**

***Learn how EXIM, SBA and private insurance can help you finance your exports!***

- ✓ **Find out what your company can do to enhance your export trade with additional export financing**
- ✓ **Learn who the “players” are in trade finance and how they can help you**
- ✓ **Find out what you can do before shipment to obtain financing (Working Capital Loans for purchasing materials, engineering, research and development, utilities, bid or performance bonds, etc.)**
- ✓ **Discover that Medium Term Loans actually offer financing to the foreign buyer to purchase your product**
- ✓ **Understand how insuring your foreign receivables can not only give you some peace of mind, but can help in export financing**
- ✓ **Discover practical information on all the products offered and how to decide if this is something your company can use**

**Instructors:**

**Mike Salerno, Manager Global Transaction Services, First National Bank**  
**Leslie Bergland, Principal, Trade Acceptance Group, Ltd.**

**For questions or to register for this workshop please contact:**

**Laura Pedersen**

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Look for the following workshops in the series in the weeks to come:

Documentary Collections and Letter of Credit Basics – Tuesday, Nov. 10

Letters of Credit – Beyond the Basics – Tuesday, Nov. 17

**Workshops Presented by First National Bank of Omaha and**  
**Co-Sponsored by:**

U.S. Department of Commerce

Nebraska Department of Economic Development

Midwest International Trade Association (MITA)

Greater Omaha Economic Development Partnership