



DELAWARE VALLEY COLLEGE
Founded 1896



THE BUCKS COUNTY INTERNATIONAL TRADE COUNCIL
with Co-Hosts the US Commercial Service, Delaware Valley College, & the Lower
Bucks County Chamber of Commerce, Presents:

International Business Development Seminar Series

Grow Export Sales

*Using Trade Finance Tools to Win International Sales
and Grow Your Business*

Learn key U.S. government trade finance options available from the SBA Export Trade Finance Programs and the Export-Import Bank of the United States, as well as export resources from the U.S. Commercial Service, all designed to significantly expand your international business.

Let the export finance expert guide you through the programs to minimize financial risks and improve cash flow, including guaranteed government loan programs and accounts receivable insurance. Learn the latest information on export payment terms as well, including Letters of Credit and Documentary Collection.

Secure Export Financing Support

- Obtain working capital loans to fulfill export sales orders
- Offer competitive credit terms to your foreign customers
- Protect against non payment
- Finance capital equipment exports

For manufacturers, wholesalers & distributors, and trading companies of any size, please join us and turn this seminar knowledge into new revenue for your business.

Speakers:

Robert L. Elsas
Regional Manager
International Trade Finance
Senior International Underwriter

Tony Ceballos
Director, Philadelphia U.S. Export Assistance Center
U.S. Commercial Service

Thursday

November 12, 2009

8:30 — 10:30 am
(Breakfast -8:00 - 8:30am)

Delaware Valley College
Sigety Rm, 2nd Floor, Student Center
700 East Butler Avenue
Doylestown, Pennsylvania

COSTS:

Members: \$10.00

Non-Members: \$15.00

**(Please pay by check or cash at
seminar)**

Advanced Registration required

To Register, Please Contact:
Lower Bucks County Chamber
of Commerce at

www.lbccc.org

Click on **Chamber Calendar**, scroll
down to "**Grow Export Sales**" and
click on **Register**.

For questions please call Brian Thomas,
BCITC, at (215) 284-9131