



Global Edge Workshop

York College
Small Business Development Center

International Trade Initiative Global Edge Workshop

FINANCING INTERNATIONAL GROWTH

This workshop will help attendees learn how to access capital to fund their international growth as well as financial methods and tools to conduct international business transactions successfully.

Topics to be discussed:

- Show you how to obtain financing for international expansion
- Learn how to use letters of credit as effective payment and financing tools
- Develop international financial projections in preparation for export financing programs
- How to negotiate the best payment option with a buyer
- Understand the cost structure of each financing option

WHEN: Thursday, December 1, 2011
TIME: 9:00 am – 1:00 pm
LOCATION: York College
Business/Economics Dept/Conference Rm 2B06A
94-20 Guy R. Brewer Blvd
Jamaica, NY 11451
COST: \$30

PRESENTER



Mr. Richard M. "Chip" Thomas
General Manager
American Export Training Institute

Richard "Chip" Thomas has 22 years experience in international banking, specializing in international trade and finance. During his banking career, Mr. Thomas developed a skill in training, and was responsible for International Product and Service Training for Mellon Bank's customers and employees.

Mr. Thomas left banking in early 1995 to pursue his interest in training by helping to establish the American Export Training Institute (AETI), which provides practical training in export finance to corporations and financial institutions throughout the U.S. and Canada. Mr. Thomas is co-author of the "Trade Finance Handbook," Thomson, 2005. The book is targeted to Small and Mid-Size companies (SMEs) interested in how to effectively enter the international trade arena.

His services, both as a trainer or consultant are in demand by sizeable US companies that want to expand their services or products internationally.

Register on line at:
pay.york.cuny.edu/SBDC

For more Information please contact **Rose Caban at 718 262 2880**
Or email us at: **sbdc@york.cuny.edu**
Dates and times are subject to change