

# March Virtual Roundtable Series:

## Trade Finance and Risk Mitigation for Exporters

*A Virtual Conversation with Southern Illinois Businesses*

*Hosted by:*

**Illinois SBDC International Trade Center at SIUE  
The Southwestern Illinois Trade & Investment Council**

### When:

**Thursday, March 25, 2021  
10:30am -12 noon**

### Where:

**Your computer or phone  
(via Zoom)**

### Who:

**Southern IL businesses**

### Cost: Free

**but registration is required**

### Registration via email:

**[International-Trade-Center@siue.edu](mailto:International-Trade-Center@siue.edu)**

**You will receive a confirmation  
with a link to join the webinar.**

**Questions? [sitorre@siue.edu](mailto:sitorre@siue.edu)**

**Looking forward to your participation!**

Maximize your profit potential by working with the right partners and programs to increase your borrowing and credit capacity. Learn how to take advantage of U.S. government support through export credit insurance and loan guarantees. This webinar will also present key approaches to minimize risks and optimize your competitiveness.

### **If you want to jump-start your export sales, join us!**

This **Zoom** meeting will provide valuable information from experienced exporters and trade financing professionals that will help you get started on the right foot or improve your current export efforts.

This roundtable will provide you with actionable recommendations focused on **exporting success**.

### **Presenters:**

- ❖ **Michael Howard**- Export-Import Bank of the U.S.
- ❖ **John Koch**- Trade Risk Groups
- ❖ **Al Li** – Regions Bank
- ❖ **Madlena Demirchian** – Commerce Bank

### **Moderator:**

- ❖ **Tom Dustman**, with 25+ years of experience in export activities will provide the latest thought leadership pertaining to exporting.

Don't miss this opportunity to connect without leaving your office and also get immediate access to export funding via the **ISTEP program** and the newest **CARES Act supplemental funds** and become another **Southern Illinois export success story!**