



# Finance For Importers

East Midlands Development Agency  
Apex Court  
City Link  
Nottingham  
NG2 4LA

Wednesday 17 May 2006

8.00am – 9.30am

**David Pearson** is the International Trade Finance Director at RBS. David leads a team of 15 International specialists across the Midlands. He will take you through the Trade Cycle looking at how extra cash can be generated from a transaction. A number of real life case studies will be used to illustrate the points.

**Mark Heal** is with RBS International Banking Services. Mark has an extensive background both in industry and banking and he will look at how to manage and mitigate the risks involved in importing

**Chris Meldrum** is the Business Development Manager with RBS Invoice Finance. Chris is an engaging and accomplished speaker who will look at the growth of receivables finance in the world of International Trade.



## Booking Details

Please complete this form in block capitals.

Name \_\_\_\_\_

Position \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Post Code \_\_\_\_\_

Telephone \_\_\_\_\_

E-mail \_\_\_\_\_

Product | Sector \_\_\_\_\_

Countries trading with \_\_\_\_\_  
\_\_\_\_\_

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