

# Getting Paid

don't gamble  
with your  
overseas  
debtors

Marriott Courtyard  
Northampton West  
High Street  
Flore  
NN7 4LP

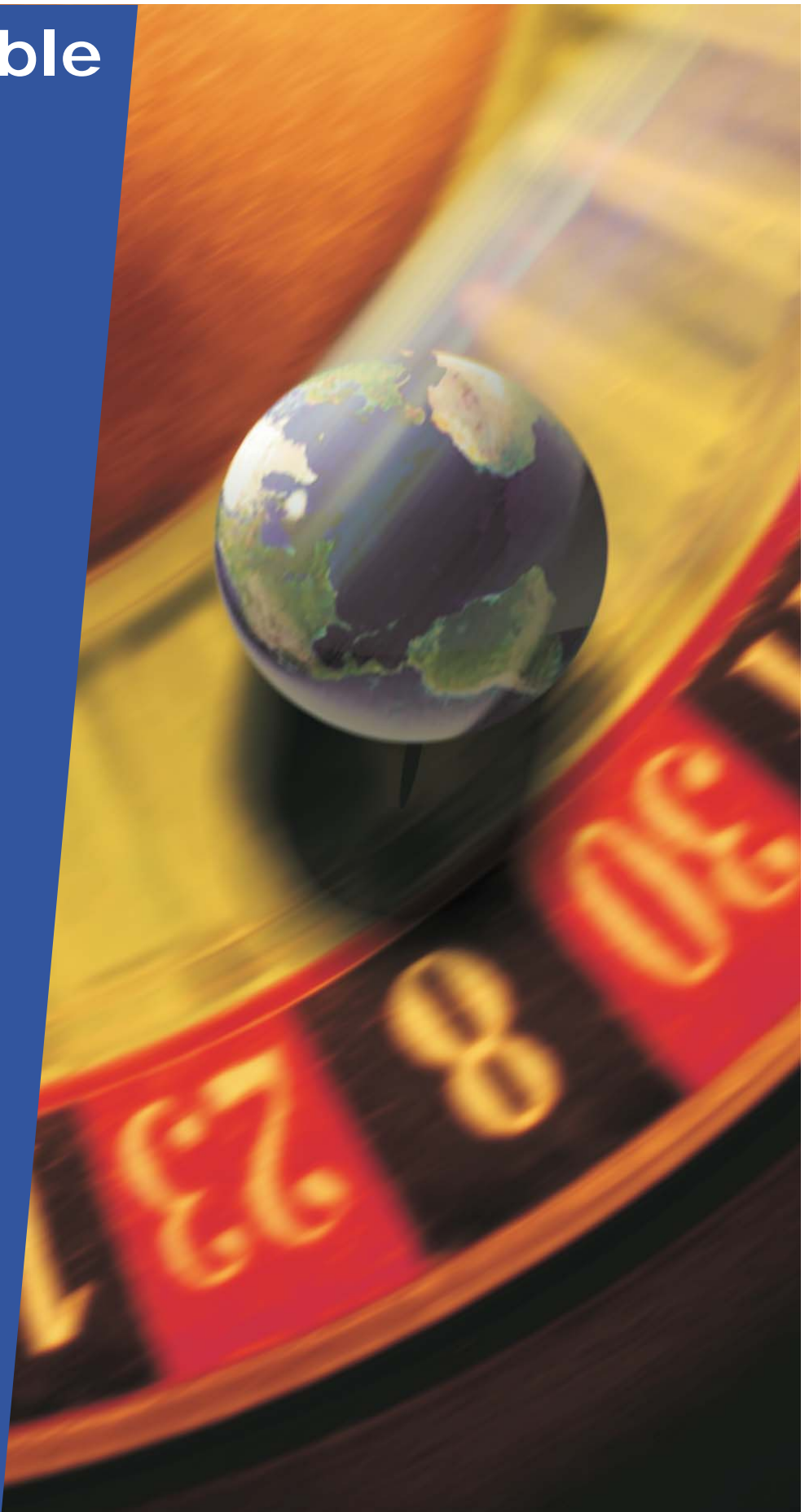
Wednesday 26 April

5.30pm – 8.00pm



east midlands  
**international**  
**trade** association

the business network  
for international trade



# Getting Paid



**Date:** Wednesday 26 April 2006  
**Venue:** Marriott Courtyard Northampton West

## Programme:

- 17h30 Registration & refreshments  
18h00 Welcome & Introduction  
18h05 **A Banker's Perspective: David Pearson**
- The "risk ladder" in pre-contract negotiations
  - The growth of Receivables Finance in overseas trade
  - Protecting against exchange rate fluctuations
  - Making it easier for your customers to pay you
- 18h35 **A Lawyer's Perspective: Andrew Shipley**
- The Risk of Overseas Trade
  - International elements of a contract
  - Forum shopping
  - Recovery of bad debts
- 19h05 **A Trader's Perspective: Glyn Powell**
- How logistics and delivery terms directly affect payment
  - The contract, payment terms and what's appropriate
  - Securing your position
  - Using credit to improve your volume, margin and security
  - When it goes wrong!
- 19h35 Q&A and Round Table Discussions  
20h00 Close

## Speakers:

**David Pearson** is International Trade Finance Director with The Royal Bank of Scotland.

- David leads a large team of International Trade Finance specialists from across the Midlands and he has extensive experience of dealing with a whole range of small and medium businesses in many industries.
- Prior to his current role, David was a Director within the Bank's Commercial Banking division and his experience has been built up through many years (maybe more than he wishes to admit to!) of domestic banking.

**Andrew Shipley** is a partner in the litigation department at Nelsons. He is a solicitor advocate and has over 15 years experience handling commercial disputes.

- Much of the work Andrew does and that of the teams he supervises has an international element. Andrew has worked and travelled extensively overseas and was the chief executive of Euro Defi, a large European network of accountants and lawyers for three years.
- For the last ten years Andrew has been responsible for the Debt Recovery department at Nelsons and has integrated it into the wider functions of the commercial litigation department.

**Glyndwr Powell** has been involved in credit and sales financing for some thirty years. He runs his own Trade Finance house and specialises in helping companies grow sales whilst minimising risk.

- He previously worked for major companies such as Diageo, Xerox, Phillips and GATX in various financial positions.
- Glyn is a Member of the Institute of Export and a Fellow of the Institute of Credit Management. He lectures extensively on Credit and Collection issues and writes for Croner's Journal of Credit Management and the ICM's Credit Management journal on export collections and credit insurance issues. He is the co-author of Tolley's Effective Credit Control & Debt Recovery and Gower's Credit Management Handbook.

# Booking Details

Please complete this form in block capitals.

Please tick the appropriate box:

- I wish to become a member of emita. Please send me your invoice for £50.00 (including VAT). This entitles me to attend this and future emita seminars free for a year.  
I understand that this is an application for formal membership to be a member of a company limited by guarantee and that I can inspect the Memorandum and Articles of Association of that company and any of its statutory books at any time.
- I do not wish to become a member of emita. Please invoice me £25.00 (including VAT) for this seminar only.
- I'm an existing member of emita.  
Please register me to attend this seminar for free.

Name \_\_\_\_\_

Position \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

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

Telephone \_\_\_\_\_

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

Product / Sector \_\_\_\_\_

faxback to: -

0115 853 3666

or call: -

0115 988 8516

or email:

[costaphilippou.emita@emd.org.uk](mailto:costaphilippou.emita@emd.org.uk)

emita would like to add you to its mailing list so that we can make you aware of relevant products, services and events in the future.

If you do not wish us to contact you by post please tick here

If you are happy for us to contact you by email please tick here

If you are happy for us to pass your details to selected partner organisations, please tick here

emita's data protection statement can be viewed in full at [www.emita.org.uk/privacy.html](http://www.emita.org.uk/privacy.html)

emita helpline 0115 988 8516

visit [www.emita.org.uk](http://www.emita.org.uk) | email [info@emita.org.uk](mailto:info@emita.org.uk)

Sponsors...



[www.emids.uktradeinvest.gov.uk](http://www.emids.uktradeinvest.gov.uk)



[www.emda.org.uk](http://www.emda.org.uk)



[www.rbs.co.uk](http://www.rbs.co.uk)



[www.nelsonslaw.co.uk](http://www.nelsonslaw.co.uk)

East Midlands International Trade Association (a company limited by guarantee) Registered in England and Wales under company number 5568876

Registered office: Pennine House, 8 Stanford Street, Nottingham NG1 7BQ

emita is a trading name of East Midlands International Trade Association