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future events:

Wednesday 11th July
South Africa

Wednesday 15 August
Members Only Event

Wednesday 12 September
Exporting on a
Shoestring

Wednesday 17 October
Russia

Wednesday 21 November
Mysteries of
International Trade

Wednesday 20 February
International Logistics

Thursday 13 March
Top Three
EU Countries

Getting Paid

don't gamble
with your
overseas
debtors

Leicester Tigers RUFC
Aylstone Road
Leicester
LE2 7TR

Wednesday
27 June 2007

5.30pm - 8.00pm

visit: www.emita.org.uk

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Getting Paid



Date: Wednesday 27 June 2007

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
- Practical tips to make 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 Relationship Director with The Royal Bank of Scotland.

- David's current role sees him managing a dedicated portfolio of SME clients who all trade overseas.
- Prior to his current role David led a large team of International Trade Finance Specialists from across the Midlands. He has many years of experience (maybe more than he wishes to admit to!) of domestic and international banking and his experience spreads across all sizes of business and across many sectors.

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.

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or Call:

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