

international trade club of chicago  
presents



# Global Finance Tools to Minimize Risk

TRADE FINANCING SEMINAR

## TWO-PART PROGRAM:

### Credit Insurance and Factoring

- What is it?
- Who offers it?
- How can it benefit my business?
- What other tools can be used to minimize risk?

### Credit & Collections in the Far East

- How credit is perceived in Asia
- Psychology of the debt in Asia
- Debt collection and credit insurance in Japan, Korea, and China
- Doing business in the Far East

## SPEAKERS INCLUDE:

### STEVEN GAN

Mr. Gan, President of Stellar Risk Management Services, Inc., was the founder and president of Advance & Associates Co., Ltd. in Tokyo from 1992-2004. Advance & Associates was the first company to create and implement the before and after sales total credit risk management product line system in Japan. Through numerous articles, publications, presentations, and television appearances, Mr. Gan greatly deepened the awareness and understanding of the importance of sound credit risk management throughout Japan.

### JENNIE CULLEN

Ms. Cullen of Global Asset Connection is an expert on export financing and factoring (trade receivables financing). She will present on credit insurance and factoring, showing how they can be located and offered. Through these tools, she will show how companies can mitigate trade financing risk while increasing business.

### RIC FRANTZ

Mr. Frantz, ITCC Vice President and CEO of LR International, Inc., an international logistics company, will moderate this seminar.

Thursday, April 29<sup>th</sup>, 2010  
2:30pm  
DePaul University Boardroom 1601  
14 E. Jackson, Chicago, IL

The seminar will be followed with a  
Business Networking Reception at 5:30pm

**MORE**  
**info**  
& registration

Click on the April 29<sup>th</sup> event at [www.itcc.org](http://www.itcc.org)  
or contact Membership/Marketing Manager Howard Gross  
[hgross@itcc.org](mailto:hgross@itcc.org) | 312-368-9197