

Export: Ready, Rebound, Recover

Illinois Small Business Development & International Trade Center



The Illinois SBDC International Trade Center provides state-of-the-art, customized export solutions supporting small businesses to successfully enter and thrive in a global market.

Call to schedule a no-cost, confidential one-on-one export advising session with our International Trade Specialist.

See course offerings on the back.

International Trade Center Services

One-on-one export advising is available in the following areas:

- Assess company export readiness
- Develop an export business and international marketing plan
- Customize export market research report
- International shipping and logistics
- International payment and export loan program
- Assistance with export regulations and documentation
- Support Schedule B classification
- Foreign trade missions, international tradeshow and trade leads
- Export grant opportunities
- EXIM credit insurance assistance
- Export workshops, in-house training, seminars and forums

International Trade Courses

SUMMER 2021

INTERNATIONAL PAYMENT METHODS

Importers and exporters need a working knowledge of International Payment Methods to successfully conduct business across international borders. In addition to the familiar prepayment and open account, an understanding of documentary payment terms is essential. This workshop will focus on documentary collections and commercial letters of credit but will include some best practices for prepaid and open account transactions, as well as the role of Incoterms in structuring international payments. Active Q & A is encouraged!

Wednesday, July 28 1 Session
10 – 11:15 a.m.
Online Live Zoom
FREE P. Eversman

About Your Instructor:

Paul Eversman, Vice President – Foreign Exchange & Trade Finance, Associated Bank, NA

Paul is responsible for developing foreign exchange and trade services solutions for Associated Bank's clients in the Midwest. He brings 40 years of experience to Associated's client base. Paul served in the U.S. Army Security Agency as a German linguist and intelligence analyst in Berlin in the '70s; attended International Banking Summer School at St. John's College, Cambridge University in 1985; and, before joining Associated in 2001, managed correspondent relations with banks in Canada, Europe, Middle East and North Africa.

Paul earned a BA in German and an MBA in Finance from Indiana University. He is active in the Milwaukee World Trade Association, the Madison International Trade Association and the International Credit Executives Group.

To register, visit www.clcillinois.edu/sbdc-itc/workshops or call **(847) 543-2033**.

Schedule a virtual one-on-one export advising session – at no cost – with our International Trade Specialist. Call **(847) 543-2306** or email jkim16@clcillinois.edu.

Illinois SBDC International Trade Center is funded in part through a cooperative agreement with the U.S. Small Business Administration (SBA), the Illinois Department of Commerce & Economic Opportunity, and the College of Lake County. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Please contact the center at (847) 543-2033 or TDD: (847) 223-0134.



Call: **(847) 543-2033**
Email: illinoisSBDC@clcillinois.edu
Visit: www.clcillinois.edu/sbdc-itc

