



In cooperation with

## **The World Trade Council of Wichita**

Presents

# **International Payments & Risk Mitigation Seminar**

November 20, 2008

12:30pm to 4:30pm

**Commerce Bank**

1551 North Waterfront Parkway

Wichita, Kansas 67206

### ***About the Seminar***

This seminar is intended for any individual and companies involved in export sales, international procurement, contract negotiation, document preparation, credit management, or international transportation and logistics. Topics that will be covered include the payment risks faced by both importers and exporters, the four commonly used methods of payment in international trade, as well as other payment risk mitigation tools which any company should consider when negotiating with their trading partners. Those in attendance will get an international banker's perspective on Cash-in-Advance, Documentary Letters of Credit, Documentary Collections, and Open Account. One of the goals of this presentation is to have open-ended discussion in which participants will be encouraged to share their experiences in an effort to learn from each other. Lunch will be provided, courtesy of Commerce Bank.

### ***About the Presenter***

## **Gabe A. DiGiorgio**



Working in the banking industry for the majority of his career, Gabe is currently responsible for the marketing efforts of Commerce Bank's International Banking Group. He and his highly experienced team support new and existing client activity in the Greater Oklahoma, Kansas, Missouri, Nebraska and Iowa markets. Gabe represents Commerce Bank and its International Department throughout the region through various international committees and organizations, including the World Trade Council of Wichita, the Kansas World Trade Center and the Kansas International Trade Coordinating Council. On a regular basis, he plans and personally conducts educational seminars on global banking specific topics. His extensive international banking experience includes: foreign exchange services, foreign currency accounts, foreign item cash letter and check collection, documentary and standby letters of credit, documentary collections and trade transaction financing.