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International Credit Executives Group
Administered by Wisconsin Credit Association, Inc.

www.icewi.org

Phone: 262.827.2880
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MEETING NOTICE

DATE: Wednesday, May 17, 2017
PLACE: Radisson Hotel Milwaukee West | 414.257.3400 | [Website](#)
2303 N Mayfair Road (Across From Mayfair Mall Shopping Center)
Milwaukee WI 53226

MEETING AGENDA

8:30 AM	Registration & Refreshments
9:00 – Noon	Welcome, Announcements & Presentation
12:00 – 1:00 PM	Lunch Included
1:00 – 3:30 PM	Afternoon Program

“EXPORT CREDIT MANAGEMENT & DEBT COLLECTION” *A Comprehensive Overview*

Led by: **MICHAEL C. DENNIS**, Credit Risk Management & Partner in C4 Consulting, San Francisco, CA

THIS IS YOUR OPPORTUNITY TO TRAIN *NEW INTERNATIONAL STAFF* WHILE *CROSS TRAINING* ANY OF YOUR DOMESTIC CREDIT & COLLECTION TEAM MEMBERS ON THE INTRICACIES OF INTERNATIONAL BUSINESS. This interactive and fast-paced full-day program will provide insights and information that you can use to solve problems and collect from your foreign customers sooner and more easily. You will learn about tools, from front to back, that you can use immediately to become more efficient and more effective. Our presenter is a subject matter expert who promises to deliver tips to fix even the most complicated problems with your foreign customers, applicants and processes. Topics presented include:

MORNING SESSION – An overview & introduction of export debt collection and credit risk management

- Improving communication with foreign customers
- Export debt collection
- Reasons foreign customers don't pay
- Best practices in foreign debt collections
- Export payment terms options
- Myths and misconceptions about export credit and collection
- How to increase sales without increasing risk
- Commonly used export documents

AFTERNOON PROGRAM – An advanced discussion of export credit & collection

- Export risk mitigation tools and techniques
- How to gather information about foreign credit applicants
- How to analyze and interpret foreign financial statements
- The foreign corrupt practices act
- Customs regulations & export licenses
- The role of freight forwarders
- Financing exports
- Anti-boycott laws
- Letters of credit

We expect a full house, **please reserve early!** Invite others from your company too!

A BLOCK OF ROOMS has been set aside for the evening of May 16 at a discounted rate of \$119. Call the hotel direct at 414.414.257.3400 and mention the WCA Block to receive the lower overnight room rate.

Attendance at the ICE Meetings is open to others from your company. Please make this notice available to everyone that will benefit. Business casual is appropriate for this meeting. Questions, please contact Dianna at 262.827.2880 Extension 225 diannar@wcacredit.org. Detailed directions will be provided with confirmation to attendees.

RESERVATION FORM
INTERNATIONAL CREDIT EXECUTIVES GROUP
Wednesday, May 17, 2017

Registration Form Also Available Online at
<http://www.wcacredit.org/ICEReservationFormMay.html>

I/WE will attend the ICE Group Meeting on Wednesday, May 17, 2017

Meeting Fees: EVERYONE FROM ICE GROUP MEMBER COMPANY: \$60 PER PERSON
ALL OTHERS: \$165 PER PERSON
Fees include full day meeting, handouts, refreshments and lunch

COMPANY: _____ ADDRESS: _____

Name _____ Phone _____
Email _____

Name _____ Phone _____
Email _____

List here any topics you would like Michael to discuss during his presentation:

Please attach additional attendee names and contact information as needed.

☺ MEETING REFRESHMENT BREAK SPONSORSHIPS NOW AVAILABLE

That's right, for a \$250 sponsorship, you'll be acknowledged at the meeting during announcements, signage at the tables and in the ICE Meeting Announcement! If your company is looking for visibility and want to market to a good cause—ICE is the place to be! An in-kind donation to the ICE Group Scholarship Fund will be made for the value of your sponsorship.

I wish to sponsor the next available ICE Meeting Refreshment Break. Please contact me for payment instructions and meeting date of our sponsorship. Name to appear on all printed material _____
Individual's Name _____ Phone _____
Thank You!

PLEASE RETURN YOUR RESERVATION FORM NO LATER THAN MAY 12. A 72-HOUR CANCELLATION NOTICE IS REQUIRED AS RESERVATIONS ARE CONFIRMED AND GUARANTEED TO THE MEETING FACILITY. SORRY, NO REFUNDS OR CREDIT ALLOWED FOR NO-SHOWS OR CANCELLATIONS AFTER MAY 12. SUBSTITUTIONS PERMITTED--PLEASE CONTACT WCA.

PAYMENT INFORMATION FOR MEETING

Invoice my company \$ _____ (ICE & WCA Members Only. All Other Are Required to Pay in Advance)

Check Enclosed \$ _____

Please charge my/our registration fee(s) for \$ _____.

I have indicated the total to be charged and have completed the information below. If multiple attendees require individual charges, a separate registration is required for each person.

NAME (as it appears on credit card): _____ PHONE _____

ADDRESS (as it appears on credit card bill): _____

CITY _____ STATE: ____ ZIP _____

EMAIL ADDRESS (for confirmation): _____

Type of Credit Card Presented: VISA MASTER CARD DISCOVER AMERICAN EXPRESS

CREDIT CARD # _____ EXPIRATION DATE: _____ CVV CODE: _____

QUESTIONS: Please call Dianna Rowinski, 262.827.2880 X225 | diannar@wcacredit.org

RETURN TO: Wisconsin Credit Association Inc

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