

MANAGING INTERNATIONAL TRADE CREDIT RISK IN 2022

Tuesday, February 8

10-11 a.m. CST (8-9 a.m. PT; 11 a.m.-12 p.m. ET)

ABOUT THE WEBINAR

Demand for credit from international customers has evolved in the past two years. It is never going to return to pre-2020 norms.

This webinar will provide attendees with an understanding of:

- Today's longer terms and slower payments from other countries
- Why and how to re-evaluate foreign customers' creditworthiness now
- Recognizing credit risks arising from supply chain disruptions
- Recognizing new credit risks arising from coming economic recovery
- Macroeconomic factors that mask underlying customer issues
- Tools, techniques, best practices for international credit management

ABOUT THE PRESENTERS

GARY MENDELL

President, Meridian Finance Group



Gary Mendell is President of Meridian Finance Group, a company providing credit, insurance, and trade finance tools that its clients use to expand their U.S. and international sales. A graduate of the University of Pennsylvania in 1976, Gary has over 40 years of experience in domestic and export sales, distribution, credit, and finance. Prior to founding Meridian in 1993, he held positions managing global business development for companies in the pharmaceutical, aerospace, and plastics industries. Gary has received the President's "E" Award in recognition of Meridian's contributions to the United States' exporting economy.

JENNY NORRIS

Regional Director (East), Meridian Finance Group



Jenny Norris is Regional Director (East) at Meridian Finance Group. Prior to joining Meridian in 2013, Jenny worked for UPS Capital for 17 years as a lender specializing in cross-border trade finance. In that role she supported U.S. exporters nationwide and managed the bank's loan programs in several countries, including extensive international travel. Before UPS Capital, Jenny worked for Gerber Technology in their international contracts department. She holds a degree in finance from the University of Connecticut, and an MBA in international business from Rensselaer Polytechnic Institute.

PROFESSIONAL EDUCATIONAL WEBINARS

Cost (per Webinar)

\$99 - Member, \$198 - Nonmember

(One coupon will be accepted)



Participation points are available for this webinar

WEBINAR REGISTRATION

All registrations for NACM Connect educational events are taken online at nacmconnect.org

While registering online, you will have the opportunity to choose your payment method. We are happy to take a credit card online or invoice you. You will also have the opportunity to apply coupons as allowed.

Cancellation Policy: Cancellations must be received in writing, via fax, email or mail, no later than two weeks prior to the event date to qualify for a full refund. Cancellations received later than two weeks prior to the event date do NOT qualify for a refund of registration fees. Sorry, phone cancellations cannot be honored. If you have any questions, please email info@nacmconnect.org.

Questions?

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