





Phoenix Chapter
Credit and Financial Development Division

INTERNATIONAL CREDIT & COLLECTIONS

Facilitator: Edwin D. Bell, Ph.D., CICP
W.W. Grainger Inc.

Do not miss an opportunity to learn from a
Master Credit Professional with 36 years of Experience!

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Credit & Financial Development

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48 hours cancellations required, or
you will be responsible for payment
of that session, thanks

If you're billing information has
changed please update with Treasure
Ayrika Williams, thank you.

 **Are available**

Overview of International Credit and Collection

- Brief History of International Credit
- Why Sell Globally
- The Importance of Offering Credit in the Global Community
- What Will Global Credit Look Like in the 21st Century

Credit Policies and Procedures

- Credit Policy
- Credit Procedures
- Credit Investigation
- Financial Information for the International Credit Decision Process

International Risk Assessment

- Assessing Risk
- Country Risk
- Currency Risk
- Culture Risk

Documentary Collections

- Commercial Letters of Credit
- Guarantees
- Standby and Performance Letters of Credit

Additional International Credit Information

- Resource Agencies - Export Credit Agency
- Correspondent Banking Relationships
- Tools for Financing International Trade
- Credit Insurance

The Future of International Credit Risk Management

- E-Commerce and Ethics
- Additional Skills for the Present and Future

Edwin D. Bell, Ph.D., CICP is the National Credit Manager for W. W. Grainger Inc., a \$7 billion company, and has been at Grainger for more than 36 years. Ed has had many key roles with Grainger, including Branch Manager, Call Center Manager, Area Credit Manager, International Credit Manager, Corporate Accounts Credit Manager and most recently, National Corporate and Government Credit Manager.

Ed has a Bachelor's Degree in Business Administration, a Master's Degree in Management and Finance, and a Doctorate in Business Administration. Ed also has a CBA (Credit Business Associate) and CICP (Certified International Credit Professional) Certification from NACM.

Ed is a member of FCIB, CFDD and NACM. Ed has served as chairman of the local NACM Construction Group in Phoenix and has been a speaker at local and National CFDD meetings. Ed has also been a speaker at the NACM National Credit Congress.

**You're invited to attend the CFDD-Phoenix business luncheon and seminar to be held
Tuesday, February 14th, from 11:30am to 1:00pm 2012!
Phoenix Airport Hilton -2435 S. 47th Street, Phoenix, AZ 85034**

CALL YOUR RESERVATION TO GEORGEANN WEINHANDL

HOSPITALITY CHAIR @ 602-366-8557 OR

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Cost: CFDD Members \$30.00; Non-members \$45.00

www.cfddphoenix.org – PayPal is available on our website