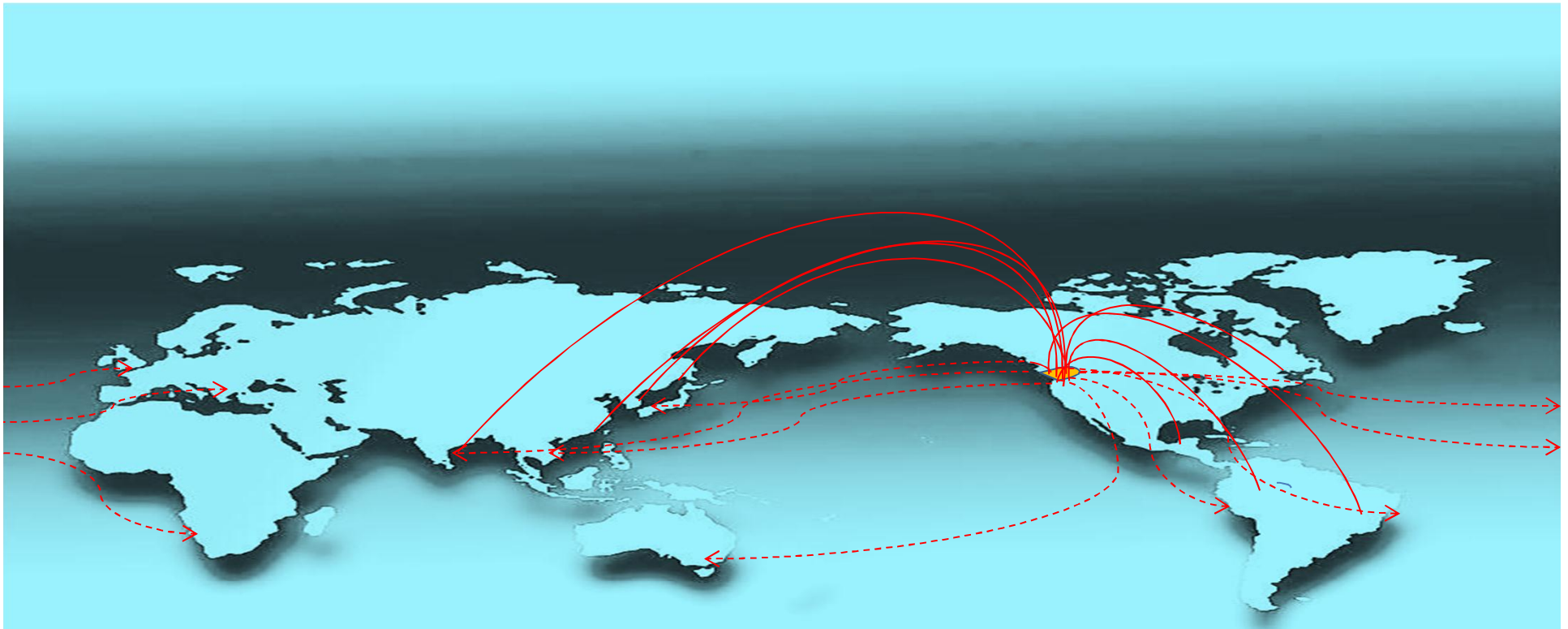




# WASHINGTON STATE SBDC EXPORT READINESS CENTERS

This video was funded by the Washington State Community Economic Revitalization Board (CERB) through a grant from Washington State.



*WSBDC International Trade Specialists Provide Your Business with  
Export Advising Expertise, Market Research and Market Entry Planning*



# Financing International Trade



Export-Import Bank of the United States

John Brislin

Director, Seattle Regional Office

<http://www.exim.gov/>



# Export Finance Options

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Pre-Shipment Financing

Shipment

Post-Shipment Financing

Export Working Capital

Shipment

Export Credit Insurance

Global Credit Express

Shipment

Foreign Buyer Financing

## Trade Finance Guide: A Quick Reference for U.S. Exporters

<http://export.gov/tradefinanceguide/index.asp>

## A Basic Guide to Exporting: Financing Export Transactions

[http://export.gov/basicguide/eg\\_main\\_043104.asp](http://export.gov/basicguide/eg_main_043104.asp)



# Ex-Im Bank Outreach

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- “ Education Events
- “ Outreach Events
- “ Webinars
- “ One-on-One Client Meetings
- “ Events Listed on our website

<http://www.exim.gov/>



# Ex-Im Bank Products

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## ” Export Credit Insurance Programs

<http://www.exim.gov/products/exportcreditinsurance/>  
[http://export.gov/tradefinanceguide/eg\\_main\\_043250.asp](http://export.gov/tradefinanceguide/eg_main_043250.asp)

## ” Export Working Capital Loan Programs

<http://www.exim.gov/products/workingcapital/>  
<http://www.exim.gov/products/global-credit-express.cfm>  
[http://export.gov/tradefinanceguide/eg\\_main\\_055000.asp](http://export.gov/tradefinanceguide/eg_main_055000.asp)

## ” Foreign Buyer Financing Programs

<http://www.exim.gov/products/loanguarantee/>  
[http://export.gov/tradefinanceguide/eg\\_main\\_043253.asp](http://export.gov/tradefinanceguide/eg_main_043253.asp)



# Financing Q & A

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1. What should a business owner have completed and what information do they need before they call you?
2. Do you cover the entire State?



# WSBDC Export Readiness Centers

Contact a Trade Specialist

[https://export.wsbdc.org/cms/  
contact-and-bios](https://export.wsbdc.org/cms/contact-and-bios)

Export Web Portal

<https://export.wsbdc.org/>