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Global Executive Exchange: Best Practices to Address the Challenges of Global Trade

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Global Challenges

- Tariffs
 - What are possible effects?
 - What are risk concerns?
 - How can I be proactive?
- Supply Chain issues
 - Financing
 - Shipping delays
 - Mitigating risk

Global Challenges

- Currency challenges
 - Exchange rate volatility
 - Central bank currency controls
 - Sovereignty concerns
- Geopolitical risks
 - Sanctions & trade restrictions
 - Currency Controls
 - Expropriation

Know your Customer

- Ultimate business owner
- Sanctions/restrictions
- Financials
- Trade references
- Thorough credit report (FCIB)
- Personal visit or communication – in country representative

Mitigating Risk

- Payment terms
- Documentary collections
- Letters of credit
- Standby letters of credit
- Bank guaranty
- Credit Insurance