

COLORADO SPRINGS

OCTOBER 11, 2019

HOSTED BY

Colorado Office of Economic Development & International Trade

7:00 AM - 8:00 AM BREAKFAST SEMINAR

11:30 AM - 12:15 PM PLENARY SESSION

TEL 720-260-4478

Cheyenne Mountain Resort
3225 Broadmoor Valley Rd.
Colorado Springs, CO 80906

BREAKFAST SEMINAR + PLENARY SESSION INTERNATIONAL FINANCE FOR SALES

FALL 2019

COLORADO SPRINGS, CO



[Register for the Event Now](#)

Free for attendees of EDCC's 2019 Drive | Lead | Succeed Conference.
\$60 for non-conference attendees



INTEGRATED TRADE FINANCE



TRADE FINANCE
CREDIT INSURANCE
RETAIL FINANCE
PUBLIC FINANCE

INTERNATIONAL FINANCE FOR SALES

BREAKFAST SEMINAR + PLENARY SESSION

OCTOBER 11, 2019



A different approach to seminars



A different approach to international sales



A different approach to finance

**A DIFFERENT APPROACH TO SEMINARS.
JOIN THE EVENT TO SEE.**





For most manufacturers
in America, the future is
INTERNATIONAL

Dealers and agents are simply not enough to bring the orders.

A bold, new approach is needed to be successful.

Manufacturers need to be directly active in the local market.

be ready by having

INTERNATIONAL FINANCE SOLUTIONS

Using finance with sales leads to better target marketing, better intelligence,
better risk management and better results.



INTEGRATED TRADE FINANCE



OUR SEMINAR WILL SHOW YOU HOW FINANCE CAN GROW:

SALES

CONFIDENCE

MARKET SHARE

DEALER DEDICATION

GLOBAL DISTRIBUTION



INTEGRATED TRADE FINANCE



HOW CAN HAVING A SOLID FINANCE PROGRAM HELP MY GLOBAL SALES?

The more a buyer has purchasing power and liquidity, the probability they will buy is exponentially better.

FIVE QUESTIONS TO ASK:

- 1 How to integrate finance into the sales and marketing strategy & operations?
- 2 How to manage risk beyond the 100% pre-payment?
- 3 How to interconnect multiple tools of finance to create one common sales/finance strategy?
- 4 How to convert order taking to deal making and multiply sales per deal using finance?
- 5 How to beat the competition using financing in the sales process?



INTEGRATED TRADE FINANCE



PRESENTER



Joe Chapuran

Vice President – International, Integrated Trade Finance LLC (ITF), Omaha, NE

INTERNATIONAL FINANCE FOR SALES

Joe Chapuran serves as Vice President – International for Integrated Trade Finance (ITF) and is based at the Corporate Headquarters located in Omaha, Nebraska USA. ITF is a US-based, global finance and market development company established in 2009 and headquartered in Omaha, Nebraska.

Joe has over 20 years of experience in international development including positions in the entrepreneurial, private-sector, consulting, and governmental arenas. He lived and worked in Japan and has done business with East Asia for over 20 years.

ITF's mission is to help manufacturers and exporters expand internationally by integrating finance solutions into the sales process. ITF's total portfolio of projects consists of nearly \$3.3 billion globally supported by a network of over 275 financial institutions worldwide, representation in 67 countries, and directors in 17 cities worldwide. In the past three years, ITF has built 55 captive finance programs in 18 countries between manufacturers and foreign banks and leasing companies. ITF works with over 30 Export Credit Agencies worldwide to facilitate cross-border trade and project finance.



INTEGRATED TRADE FINANCE



PRESENTATIONS & OPEN DISCUSSION

BRING WITH YOU TO THE SEMINAR:

- Your questions on any of these areas
- Your goals for international sales and expansion
- Your problems that need fixing
- Your success stories to share inspiration
- Your ideas to openly discuss

**WE ARE HERE NOT TO JUST PRESENT,
BUT TO SOLVE YOUR ISSUES**



INTEGRATED TRADE FINANCE



NEXT STEP

CONTACT US TODAY

Joe Chapuran
Vice President, International
Skype: jchapuran
Direct Tel: +1 (402) 990-9113
E-mail: jc@itf-finance.com
Headquarters: 4611 S. 96th St., Suite 300
Omaha, NE 68127 USA



INTEGRATED TRADE FINANCE

