



The German American Business Council

In cooperation with the Goethe-Institut Boston

Cordially invites you to a Panel Discussion:

“Giving Credit Where Credit Is Due – Assessing Your International Customers”

Wednesday, **January 26th 2005**

Goethe-Institut

170 Beacon Street, Boston 02116

5:30 pm cocktails, 6:00 pm presentation

Parking is available in the Boston Common Garage.

Global trade is a risky business, especially when it comes to issuing credit to customers. How do companies ensure that they will get paid for their goods and services? And how do they collect if they don't receive their money? Please join us to learn more about “best practices” in the area of international credit in today's rough global economic waters.

Speaker: **Christopher Short**

Christopher Short is Vice President of International and Strategic Accounts at Coface North America, a provider of credit insurance, credit information and collection services. He led the export credit unit at CNA Credit from 1993 until it was acquired by Coface in 2003. Chris is an active member of National Association of Credit Managers (NACM) and Executives in Finance, Credit and International Business (FCIB) and has authored articles in *Export Today* and *International Business*. In addition, he is a frequent speaker at international trade events, including moderating at FCIB's international roundtable. Chris holds an MBA degree from Seton Hall University and is a member of the Seton Hall MBA Review Board. Coface Group, rated AA by Fitch and Aa3 by Moody's, is a global provider of credit insurance and business information, with a network that spans 91 countries and five continents.

I wish to RSVP for _____ member(s) @ \$10 per member and _____ non-member(s) @ \$ 15 per non-member

Name & Company _____

Enclosed find my Check for \$ _____

Please make checks payable to “GABC” and **mail before January 24 2005** to GABC, 170 Beacon Street, Boston, MA 02116. Checks are preferred.

Credit card: Visa Master Card Number _____ Exp. date: ____/____/____

Address: _____ City: _____ State: _____ Zip: _____

Tel: _____ Fax: _____

E-mail: _____ Website: _____

Names of guests: _____

Pre-registration is required.

Please mail to address listed below, with check payable to “GABC”, enclosing names of guests, by January 24, 2005. Reservations may be faxed, but will not be confirmed until full payment has been received. No refunds after January 2005. Please note: no tickets will be sent; names of attendees will be kept at the door. Please register early as seating is limited.

GERMAN AMERICAN BUSINESS COUNCIL OF BOSTON, INC.

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