
 Export Matchmaking	New Market and Buyer Development Products		Export Finance Products		 Exporter Sophistication			
	Export Strategy Development	USEAC Counseling <ul style="list-style-type: none"> - Consult with a trade specialist who knows your industry. - Target key markets and develop entry strategy. - (Refer non-export ready firms to SBA local resource partners.) 	Protection Against Non-Payment	Express Trade Credit Insurance <ul style="list-style-type: none"> - Covers non-payment risks of foreign buyers - Coverage is up to 95% of invoiced amount of foreign receivable. - Pay-as-you-ship premiums 				
	Finding Partners and Buyers	International Buyer Program <ul style="list-style-type: none"> - Exhibit at major domestic industry trade show - Sign up to be introduced to foreign buyers at show - Inexpensive way to meet foreign buyers/partners 	WORKING CAPITAL LOANS	\$500,000 and less		Loan Guarantee	Export Express <ul style="list-style-type: none"> - Export development and transactional costs - Working capital to 7 years - Equipment and real estate to 25 years 	
		International Partner Search <ul style="list-style-type: none"> - Find a business partner in targeted country - Send product literature and US gov't staff overseas identifies potential foreign buyers 		Direct Loan to Exporter		Global Credit Express <ul style="list-style-type: none"> - 6 or 12 month maturity - Supports general expenses and working capital needs 		
		Reverse Trade Missions <ul style="list-style-type: none"> - Meet delegations of foreign buyers with funded infrastructure projects - Learn more about overseas projects and sales potential 		\$500,000 to \$5 Million		Export Related Collateral Only	Export Working Capital Guarantee <ul style="list-style-type: none"> - Transactional (purchase order) or asset-based - 90% guarantee - 1-yr. term typically; 3-yr. max maturity 	
		GOLD KEY <ul style="list-style-type: none"> - Travel overseas to meet potential business partners - Have U.S. government staff screen potential partners - Assistance at on the ground meetings 		Domestic and Export Collateral		CAP Line 7(a) Loan Guarantee <ul style="list-style-type: none"> - Supports both domestic and foreign sales cycles - Includes insured foreign A/R in borrowing base - 75% guaranty; 10 year max. 		
		Int'l Trade Shows/ Trade Missions <ul style="list-style-type: none"> - USG hosts USA pavilions at major international shows - USG organizes trade missions to introduce US companies to pre-screened partners 		TERM LOANS		International Trade Loans <ul style="list-style-type: none"> - Insourcing or expanding production facilities - Up to \$5M with 90% guarantee - Max maturities of 10 for working capital and 25 years for real estate 		
	Vetting Customers	International Company Profile <ul style="list-style-type: none"> - Background checks on potential business partners - Customized report on activity and reputation of firm 	Help With Major Overseas Projects	Bid and Performance Bonds <ul style="list-style-type: none"> - Supports standby letters of credit to guarantee advance payments - Supports standby L/C s serving as bid and /or performance guarantees - Requires only 25% cash collateral 				