

## **STRUCTURING AND SELLING IMPORT-EXPORT TRADE FINANCE PRODUCTS & SERVICES**

### **Introduction**

We are pleased to introduce to you our training titled **Structuring and Selling Import-Export Trade Finance Products & Services**. This training has been systematically designed to address the knowledge gap among bankers in handling import-export trade support services and financing needs of trade customers in Nigeria. It will equip staff of various banks with skills needed to confront and overcome the challenges of the importers and exporters in different sectors of the Nigerian economy. This will thus position the staff and the participating banks to attract more importers and exporters to their organisation, thereby leading to the growth of their market share in the import-export trade space in Nigeria. This training is an intellectual property of 3T Impex Trade Academy, your number one trade consulting and training company in Nigeria.

**3T Impex Trade Academy** (an arm of 3T Impex Consulting Limited) is a globally recognized international trade consulting firm of African origin. Our vision is to be the foremost trade consulting company in Africa who have contributed significantly to the growth of Trade Knowledge, Trade Funding and Trade Volume in at least 25% of the countries on the continent. Our core purpose is to Promote International Trade and significantly contribute to the growth of African GDP (Gross Domestic Products) through Trade Education, Trade Enhancement & Trade Execution

### **Learning Outcomes**

- Effective and efficient handling of import export trade processes and documentations
- The practices and procedures for structuring Import-export trade business finance options.
- The techniques for handling the 5Ds of import trade business challenges
- The techniques for handling the 5Ps of export trade business challenges
- The psychology of selling import export trade products and services
- The skills needed to anticipate and mitigate import export trade risks and frauds.

### **Who Should Attend?**

The workshop is aimed at those involved in the financing, monitoring and operation of International Trade, whether working in a bank or corporate. Typical candidates who will benefit from this course include:

- ❖ Trade Services Managers
- ❖ Legal Specialists
- ❖ Relationship Managers
- ❖ Credit Risk & Operational Risk Managers
- ❖ Trade Compliance Managers

### **Course Outline**

- The pre and post import and export trade process and documentations
- The SON documentation, Custom clearance and payment methods in international trade
- The import and export trade business challenges and solutions
- The emerging support services that attract import export trade customers
- The import export trade finance instruments, structuring and options
- The Incoterms and HS Codes in import export trade
- The sales process for import and export trade products and services
- Case studies and many more.

### **Dates and Location**

**Dates & Time:** Thursday, August 17, 2017 to Friday, August 18, 2017. 9.00am on each day.

Location:

3T Impex Trade Centre,  
NO 11D Bola Shadipe Street,  
Off Adelabu Street, Surulere, Lagos

**Course Instructor**

Bamidele Ayemibo is the Nigeria's finest Trade Specialist. He is the lead consultant at 3T Impex Consulting Limited with over 10years experience within and outside the Banking sector. His practice is focused on international trade and in particular on trade finance. Bamidele advises trading companies and banks on security over goods, export financing, letters of credit, demand guarantees, standby letters of credit, sale contracts etc.

He lectures regularly on trade finance issues at workshop and conferences organised by the International Chamber of Commerce, Chattered Institute of Bankers, Central Bank of Nigeria and other bodies. He acts as a technical consultant to a number of Nigeria Banks for training and structuring risk free Trade Finance. He is a member of the ICC Banking Commission. He is also a member and the Chairman of the export group of the Lagos Chamber of Commerce and Industry. Bamidele is the host of the Nigerian foremost weekly trade programme on radio tagged Import-Export Helpline.

He has many trade related training programmes on CDs and DVDs and he is the author of the books A-Z of Export Business Financing and Export Business Made Easy. The third book titled: Import Business Made Easy, currently with the publisher.

**Fees and Registration**

- Training fee per participants - **N95,500.00**
- Training fee per participants for 2-4 participants from the same organization - **N85,950.00**
- Training fee per participants for 5 participants and above from the same organization - **N76,400.00**
- Registration fee includes training manual, a book, writing materials, tea break, lunch and certificates