



The
**International
Trade Association**
of Greater Chicago

PROGRAM ANNOUNCEMENT

THE INTERNATIONAL TRADE ASSOCIATION OF GREATER CHICAGO

in collaboration with

Women Entrepreneurs GROW Global

Invite you to a special luncheon roundtable:

SAVING YOUR # \$ % : DUE DILIGENCE IN INTERNATIONAL TRANSACTIONS

Presentation by:

Louise Kern
Managing Director
GloBIS

(Global Business Information Services, Inc)

Whether you're contemplating appointing a distributor or agent, or planning a joint-venture or other investment, there are some simple, cost-effective ways to vet your potential partners overseas. Knowing exactly who you are doing business with internationally should be one of the key components of your compliance program. It can help you determine whether you'll actually get paid for that sale, recognize a scammer before you are burned, and minimize the risk of wasting time and money on a bad match.

Louise Kern, Managing Director of Global Business Information Services, Inc. (GloBIS) will outline what information you should be requesting from all your partners worldwide, how to quickly screen a prospective business partner yourself through some simple measures, point out red flags you need to recognize, and provide country-specific examples according to participants' questions.

With over 30 years of international experience, Ms. Kern began working in the business information industry in 1996. Seeing the surging need for high quality business information in the increasingly global economy, she founded Global Business Information Services, Inc. (GloBIS) in 2003 to cater particularly to the growing number of small and medium sized enterprises expanding internationally. Initially focusing exclusively on China business information, GloBIS has since expanded its coverage to include information on businesses and individuals worldwide, for clients ranging from companies just starting out to Fortune 500s.

As an Export Promotion Partner of the U.S. Commercial Service, GloBIS has been their source for International Company Profile (ICP) reports on Chinese companies since 2004, and is now an official source for their ICPs on companies in Iraq, Turkey, Ghana, Angola, Vietnam, Indonesia, and Austria. GloBIS is also on Ex-Im Bank's list of recommended providers of credit reports on companies everywhere in the world.

This will be a unique opportunity for participants to discuss issues and questions of immediate concern with Ms. Kern.

Wednesday, July 13, 2016

CARLUCCI ROSEMONT

6111 North River Road, Rosemont, IL

11:45 a.m. – Registration

12:00 p.m. – Luncheon Roundtable

2:00 p.m. – Adjourn

ITA/GC & WEGG members and their guests - \$50; Non-members - \$75

Please Make Your Reservations Early: Contact the ITA/GC by **4:00 p.m., Monday, July 11**

Tel: **773/725-1106**

rsvp@itagc.org

Fax: **773/725-2294**

American Express, Discover, MasterCard and Visa are welcome.

A reservation is an obligation to pay: reservations not canceled 48 hours prior to the meeting will be billed.



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REGISTRATION FORM

4610 North Kenton Avenue, Chicago, Illinois 60630-4020 U.S.A.
Tel: 773/725-1106 info@itagc.org

Fax: 773/725-2294

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Please register me/us for the July 13 special luncheon roundtable: **Saving Your #\$\$% ...**

Name: _____ Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Tel: _____ Fax: _____ E-mail: _____

Payment Method: Personal Check Corporate Check American Express Discover MasterCard Visa

Payment Amount: \$ _____ **Member of:** ITA/GC WEGG Non-member

Card No.: _____ Exp. Date: _____

Name on card: _____

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Please make checks payable to: **The International Trade Association of Greater Chicago**

Mail to: ITA/GC, 4610 North Kenton Avenue, Chicago, IL 60630-4020

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