



SMALL BUSINESS
GLOBAL ACCESS
your competitive edge

Two Key Tools to Expand Your Sales into New International Markets

Would you like to meet new buyers and offer open account credit terms to swing the sale your way but are concerned about the risks?



Unlock new sales opportunities worldwide with the **GOLD KEY SERVICE** from the U.S. Commercial Service

Features

- In-country appointments with pre-screened potential buyers, sales representatives and business partners
- Customized market and industry briefings with Commerce Department trade experts before your business meetings
- Assistance with travel, accommodations, interpreter services and other logistics

Eligibility and Cost

- Low cost. For companies with fewer than 500 employees - \$700 per country, per day (lower cost for additional days); \$2,300 per country, per day for larger companies
- For new-to-export companies using this service for the first time, the fees are \$350 for the first day, and \$300 for each additional day of appointments

To find a **U.S. Commercial Service** Trade Specialist near you, or other inquiries, call 800. USA.TRADE. Visit <http://www.export.gov>



Extend credit to new buyers and be protected against buyer non-payment and other risks with **EXPRESS INSURANCE** from Ex-Im Bank

Features

- Extend credit up to 180 days (360 days for capital equipment) and be insured against commercial and political risks at 95 percent of the gross invoice value, with no deductible!
- Response time: Within 5 business days, Ex-Im Bank will obtain credit information on your buyers and make its credit decision.

Eligibility and Cost

- Small Business Administration (SBA)-defined small business exporters having an average of less than \$7,500,000 in export credit sales over the last 3 years and with 20 or less buyers presently sold to on credit terms (excludes sales to Canada, letter of credit, cash, and sight payment transactions).
- Low cost and pay-as-you ship. On a 60 day open account credit term to a private sector buyer, you pay \$0.65 per \$100 of the gross invoice value. Thus, the premium for a \$25,000 shipment is \$162.50 (higher rates apply for longer credit terms).

Contact **Ex-Im Bank** for Express Insurance details or other Ex-Im Bank export finance support at 800.565.3946 (EXIM). Select option 2. Visit <http://www.exim.gov>

