



Trade Finance Guide

The Trade Finance Guide: A Quick Reference for U.S. Exporters is the place to discover how to finance new export sales. You'll learn about the terminology, trade financing practices, and government assistance.

[Read the Trade Finance Guide](#)



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Is your business looking to make that first export sale or expand into more markets, but needs clarity on financing options and methods? Did you know that having open account terms may help win customers in competitive markets? Is insisting on cash-in-advance always a good idea? What are the advantages of exporting on consignment? What should you know about export working capital financing or export credit insurance? Get answers to these questions and a wealth of other information in a trusted resource: [The Trade Finance Guide: A Quick Reference for U.S. Exporters](#).

While numerous U.S. businesses continue to take advantage of export opportunities, many other businesses are hesitant to export or expand into new markets. Often, this is due to risks such as non-payment or delayed payment by foreign buyers, political and commercial risks, and other reasons. The result is missed opportunities. Is your business one of them?

The easy-to-understand Trade Finance Guide provides practical, how-to advice in a simplified format to help achieve the goal of getting paid—especially on time—and effectively managing risks associated with doing business internationally.

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This edition spotlights commercial trade finance instruments as well as U.S. government export financing resources available through the U.S. Export-Import Bank (EXIM Bank), U.S. Small Business Administration (SBA), and U.S. Department of Agriculture (USDA). And there's plenty more as outlined in the 17 chapters below:

- Introduction
- Access to Capital for Startups in Global Markets
- Methods of Payment in International Trade
- Cash-in-Advance
- Letters of Credit
- Documentary Collections
- Open Account
- Consignment
- Export Working Capital Financing and Government Guarantees
- Export Credit Insurance
- Export Factoring
- Forfaiting
- SBA Export Finance Programs
- EXIM Export Finance Programs
- USDA Export Finance Programs
- Foreign Exchange Risk Management
- Emerging Trends: The Digitalization of Trade Finance

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