Using a trade credit broker

By National Credit Insurance Brokers

For exporters today, selling goods or services overseas can be tricky and often daunting. You not only have to find your market and understand your buyers' local customs, but you also need to involve your financial institution and gain their support in your business ventures – a variety of hurdles to overcome in order for you to get successful results. Above all, you need to get paid for all your exports!

An increasingly popular option for protecting your bottom line and expanding your export sales safely is through sound trade credit insurance. It also enables you to offer sales on open credit terms perhaps giving you an advantage over your competitors - a viable and secure alternative for any exporter and buyer instead of dealing with cumbersome Documentary Letters of Credit.

Using a trade credit broker like National Credit Insurance (Brokers) will provide you with specialist advice on how your export business can be protected against the potential risks of customer insolvency, protracted default and/or political and country events. These risks are difficult to predict but could have a devastating effect to your company's profits.

With the right knowledge and expertise to help you structure your credit insurance programme, potential losses can be identified, reduced and even prevented. A credit insurance programme can be tailored to protect you from domestic and export trading exposures.

Commercial Risks	Political Risks
Buyer Insolvency Protracted Default	Contract Frustration due to war, riots etc. Inconvertibility of Currency Cancellation of Import/ Export Licences Default by Government-owned Buyer Contract Repudiation Contract Cancellation by Buyer's Government

There is a select number of credit insurance Underwriters in the marketplace for exporters and we assist clients to explore the various options and to obtain the best, most suitable and flexible cover for their business. Credit insurance has always

been our business and our access to the broader international underwriting market enables us to partner our clients to develop innovative solutions, high quality trade credit information and appropriate insurance protection.

Our well-established relationships with Insurers mean that we can provide results not normally obtained without this alliance, so that clients benefit from extended covers, competitive terms and premiums. Above all, our clients can be reassured that when it comes to claims, we will negotiate the best outcome from their policy and achieve fast and efficient claim settlements.

Financiers and banks are also more aware of the benefits of engaging National Credit Insurance (Brokers) to support business and exporting ventures. The majority of Australian and New Zealand banks recognise credit insurance programmes as collateral security when they provide finance for our clients' local and overseas sales.

Using a trade credit insurance broker delivers informed credit insurance advice and services not commonly available from general insurance brokers. With an independent specialist such as National Credit Insurance (Brokers) clients gain a unique depth of resources and an experienced analysis of their particular credit risks and exposures, together with an assessment of credit management and debt collection procedures. Furthermore, it is always our aim to protect our clients' bottom line and prevent their profits going up in smoke – releasing them from worrying about their potential trading risks so they can focus on winning and getting paid for export sales.

National Credit Insurance (Brokers) is part of the NCI Group. For more information, please contact Brad DePlater on 1800 676 693.

Untapped potential markets in Asia? Westpac can help you get your business there.

If you're looking for more efficient ways to do business in Asia, contacting Westpac is a great place to start. With more than 150 years of international trade experience, Westpac brings you a range of highly innovative trade solutions covering:

- Trade finance
- International payments
- Risk management
- Import and export documentation
- Foreign exchange
- International cash management accounts.

With an in-depth knowledge and focus on trade practices, our team of international trade specialists understand the complexities of international trade and are ideally placed to help you maximise your trade opportunities.

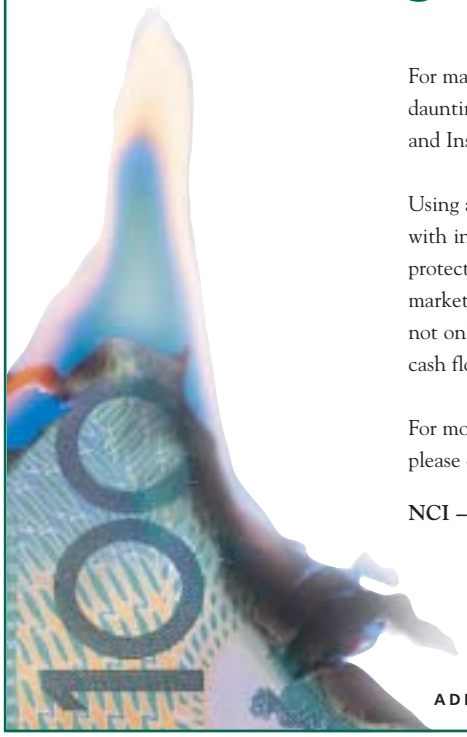
To speak to an international trade specialist, call our International Advisory Centre on 1300 656 251.

Westpac

Bank of Melbourne

Things you should know: Fees and charges may apply. Terms and conditions are available on application. Westpac Banking Corporation ABN 33 007 457 141. Also trading as Challenge Bank and Bank of Melbourne.

Don't let your hard-earned profits go up in smoke.



For many exporters today, venturing into new and unknown territories can be a particular daunting prospect. It follows therefore that the need for professional Credit Management and Insurance Protection has never been greater.

Using an independent specialist such as **National Credit Insurance (Brokers)** provides you with innovative solutions in trade credit information, risk management and insurance protection. Above all, you can be reassured that a thorough review of the insurance marketplace will be made on your behalf. With **NCI's Credit Insurance Broking**, you will not only protect your business against the cost of Bad Debt, but you will also increase your cash flow through advanced credit management procedures.

For more information on how **NCI** can assist you make the most of your export profits, please call us on **1800 676 693**.

NCI – ***Helping you protect your profitability!***

NCI National Credit Insurance (Brokers) Pty Ltd
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