



**Increase Profits and Decrease Risks with Support from the U.S. Government:  
Working Capital Guarantee program – plus Delegated Authority Lender Training**

The training is an accelerated one-day intensive session for lenders who want to participate in the Working Capital Guarantee Program and it is required for those desiring to become a delegated authority lender with the Export-Import Bank. A similar session taken in Washington DC takes two and a half days, at a cost of \$650 plus travel.

Topics Covered Include:

**Working Capital Delegated Authority Training**

I. Working Capital Guarantee Program: This is the basic program that Ex-Im Bank uses to provide guarantees to financial institutions for up to 90% to enable them to provide advances to exporters who need financing. Authorized lenders can extend eligible export working capital loans without Ex-Im Bank pre-approval. Thus, lenders can extend loans on their time.

II. Working Capital Guarantee and Delegated Authority: Here the instructors discuss the requirements and procedure to become a Delegated Authority Bank.

III. Documentation: The following documents will be reviewed in detail:

- Master Guarantee Agreement
- Loan Authorization Agreement
- Borrower Agreement
- Delegated Authority Agreement
- Affiliate Guarantee Authorization Agreement

IV. Credit Memorandum Format: Instructors will spend time talking about what is required in the write-up for Working Capital memorandums for Ex-Im Bank. Financial Statement requirements, history of borrower, eligible exports, foreign content, Country Limitation Schedule will be reviewed for attendees.

**When** Tuesday June 7, 2011  
8:30 am – 5:00 pm

**Where** World Trade Center, Seattle  
2200 Alaskan Way  
Seattle, Washington 98121

**Cost** \$175.00 (Cost includes training materials and lunch)

**Registration** <http://datrainingseattle.eventbrite.com/>

**Sponsored by:** the Export-Import Bank of the United States, the Export Finance Assistance Center of Washington, and the World Trade Center Seattle

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