

# Grow Your Export Sales With Confidence



## **EXTEND CREDIT**

---

Cash is king, but requiring it in advance could cost you the sale. Customers around the world expect credit terms. Read on to learn how to offer open account credit terms while protecting your company's financial assets.



## **NONPAYMENT PROTECTION**

---

Export Credit Insurance is an insurance policy that covers the receivables generated by international sales. The policies are flexible according to your needs. For example, a policy can cover a single buyer for a single transaction, some of your foreign buyers, or your entire export portfolio.



## **FOREIGN BUYER TERM FINANCING**

---

EXIM's 100% loan guarantee gives lenders the assurance to provide loans to foreign buyers. With this support, the buyer can typically obtain lower interest rates and longer repayment terms to buy U.S. capital goods and services.



EXIM proudly empowers U.S. exporters to compete globally with coverage for sales in more than 180 countries. No company or invoice is too small, & small businesses represent 90% of EXIM's transactions.

## EXIM Qualifications

A U.S. company interested in obtaining support must have:

- ✓ Typically a three (3) year operating history and a positive net worth
- ✓ A DUNS number & a Unique Entity Identifier (UEI) number with an active [SAM.gov](https://sam.gov) registration
- ✓ Tax return or financial statements

## Eligible Invoice Insurance Transactions

- ✓ Products must have over 50% U.S. content including labor and overhead, but not markup
- ✓ Products must ship from the U.S. to one of over 180 countries where EXIM provides coverage

Service providers are exporters too! Contact us to discuss the specifics of your service.

## Insurance Payment Terms

- ✓ **UP TO 180 DAYS:** Non-equipment sales, consumable items, raw materials, spare parts, and most services
- ✓ **UP TO 360 DAYS:** Capital equipment, longer life durables, and bulk agricultural commodities

*If you are interested in finding new customers in foreign markets, the Dept. of Commerce can assist.*

*Visit [trade.gov/commercial-service-offices-us](https://trade.gov/commercial-service-offices-us)*

For further information on EXIM products, get in touch with:

**CHRISTOPHER MCCLAIN**



Business Development Specialist



202.308.1695



[christopher.mcclain@exim.gov](mailto:christopher.mcclain@exim.gov)