



# 5 Minutes Until the Webinar



Ensure your speakers are turned on



Please be sure to disable any pop-up blocking software



If you experience technical problems, click the "Help" button below





# Expanding Global Opportunities for Women Veteran Owned Businesses



Ensure your speakers are turned on



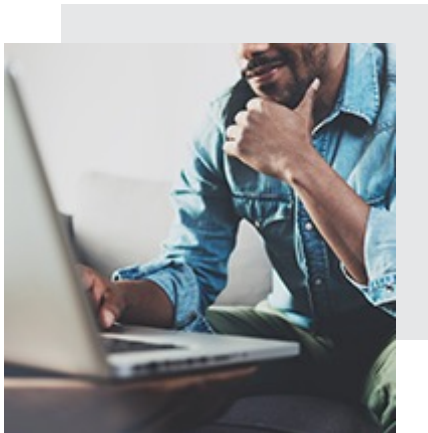
Please be sure to disable any pop-up blocking software



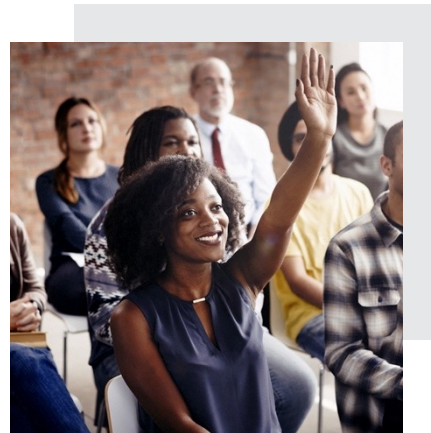
If you experience technical problems, click the "Help" button below



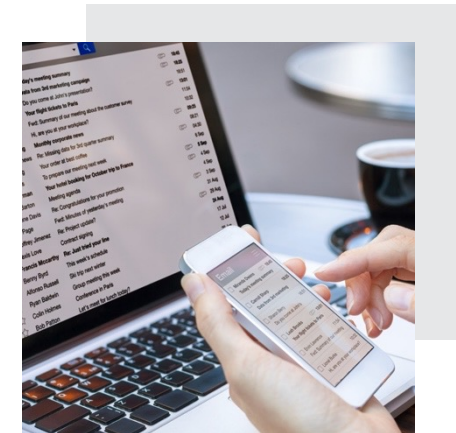
# WELCOME TO THE INTERACTIVE WEBINAR



Ensure that your speaker volume is turned up



Submit questions through the Q&A widget



A copy of the slides will be emailed after the event



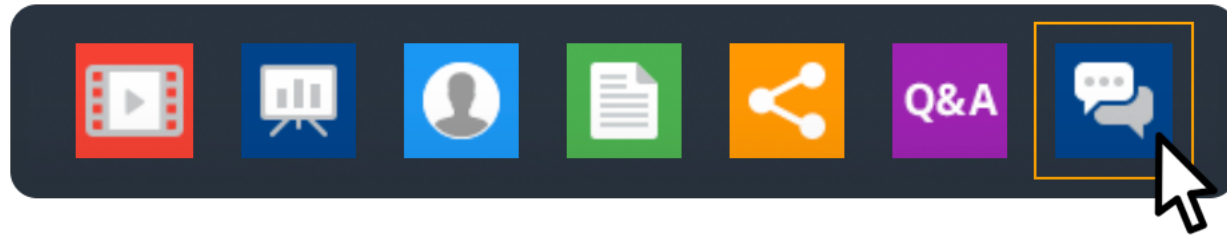
***Technical problems? Click the **Help** button or ask a question through the **Q&A** widget.***

# LIVE CHAT FEATURE



The live chat feature allows attendees and hosts to communicate for the duration of the webinar.

*To enable the live chat window, click the blue icon on the right side of the user panel.*



**Technical problems?** Click the **Help** button or ask a question through the **Q&A** widget.



# INTRODUCING OUR SPEAKERS



**Melissa A. Washington**  
CEO & Founder  
*Women Veterans Alliance*



**Tamara Maxwell**  
Vice President, MWOB  
*EXIM*











A Nationwide organization with our mission to **CONNECT** over 2 million **Women Veterans** (and our supporters) globally for the **PURPOSE** of sharing our gifts, talents, resources and experience. We are committed to creating a community that **Equips, Empowers & Encourages** women that have served our country with knowledge, resources, mentorship, and career opportunities to **discover & fulfill** their greatest potential.






# Women Veterans Giving

Committed to raising funds to provide women veterans scholarships for conferences including the Unconference & yearly small business award

- ▶ Each quarter new conferences are announced
- ▶ Melissa Washington Small Business Award (MWSBA)–Have awarded over \$10k to women veteran business owners







October 8-10 2021

Tropicana Resort

Las Vegas

WOMEN VETERANS ALLIANCE

2021

UnCONFERENCE



Imagine...

Connecting with your sisters

Feeling inspired by engaging speakers

Tasting delicious food

Relaxing & Laughing

Healing & Growing

all in one weekend!

Register Now! Early Bird Special!!!

[www.WomenVeteransUnconference.com](http://www.WomenVeteransUnconference.com)

# Contact

Melissa A. Washington

melissa@womensveteransalliance.com

916.253.7357

[www.WomenVeteransAlliance.com](http://www.WomenVeteransAlliance.com) [www.WomenVeteransGiving.org](http://www.WomenVeteransGiving.org)

Or Google "Women Veterans Alliance"

Like us: Facebook, LinkedIn, Twitter, Instagram, Pinterest







*Executive Overview:*

# Expanding Global Opportunities for Women Veteran-Owned Businesses

Tamara Maxwell, EXIM

# WHO WE ARE

EXIM is the official export credit agency of the United States. (ECA)

***Mission:*** Supporting American jobs by facilitating the export of U.S. goods and services.

- › Fills gaps or complements private-sector lender/insurance offerings.
- › Levels the playing field for U.S. companies competing for global sales.





*We Are*  
**SMALL BUSINESS  
FOCUSED**



About ~90% of EXIM Bank transactions supported small business exporters



No company or transaction is too small



EXIM has supported sales of just a few thousand dollars



# GLOBAL BUSINESS

# 95%

of consumers are  
outside of the U.S.





# Why Do Only 1% of Companies Export?

Fear of the Unknown ..... *RISK!*



*Our Financing*  
**MAKES THE DIFFERENCE**



Level the Playing Field



Minimize risk



Supplement Commercial Financing





# What's Stopping Your Business — from — EXPORTING?

## Risk of Buyer Nonpayment

### You Need:



### Export Credit Insurance (ECI)

EXIM helps small business exporters mitigate financial risks to achieve success.



Protects & insures foreign accounts receivable



Covers up to 95% of invoice value



Can apply to single or multiple foreign buyers

### With ECI You Can:



Offer open account credit terms & win new sales contracts



Borrow against insured foreign accounts receivable



Expand your products to global markets

## Access to Cash Flow

### You Need:



### Working Capital Loan Guarantee (WCLG)

EXIM helps you secure a loan by providing your commercial lender with a guarantee.



Guarantees 90% of loan to the lender



Supports advances against export-related inventory & accounts receivable

### With WCLG You Can:



Use cash for materials, labor, & production



Borrow against work-in-progress for more capital



Lower collateral rates for performance & bid bonds [25% vs. 100%]

## Start Your Journey:

[grow.exim.gov/consultationrequest](https://grow.exim.gov/consultationrequest)



*We Support*

# A VARIETY OF INDUSTRIES



Manufacturing



Construction Equipment



Medical Equipment



Mining



Power-generation



Aircraft & Avionics



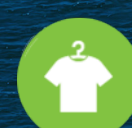
Services



Renewable Energy



Agribusiness



Wholesale/Retail



Oil & Gas





*Tools for Exporters*

# COUNTRY LIMITATION SCHEDULE

- ✓ EXIM Bank conducts business in most countries throughout the world.
- ✓ Restrictions may apply based on political or economic conditions and are highlighted on the Country Limitation Schedule.





## ADDITIONAL RESOURCES & ASSISTANCE

---

Additional resources and assistance in applying for EXIM products are available from the links listed on the right.

### Insurance Brokers

*Broker Locator:*

- › [www.exim.gov/tools-for-exporters/broker-and-lender-locator](http://www.exim.gov/tools-for-exporters/broker-and-lender-locator)

### Regional Export Promotion Program (REPP) Members

*REPP Locator:*

- › [www.exim.gov/tools-for-exporters/repp](http://www.exim.gov/tools-for-exporters/repp)

### Delegated Lenders

*Working Capital:*

- › <https://www.exim.gov/tools-for-exporters/delegated-authority-lenders>



# Stay Connected to EXIM



**LinkedIn:** <https://www.linkedin.com/company/eximbankus>



**Twitter:** <https://twitter.com/eximbankus>



**EXIM Blog:** <https://grow.exim.gov/blog>



**Facebook:** <https://www.facebook.com/eximbankus>



**Instagram:** <https://www.instagram.com/eximbankus>

The MWOB Division logo, a green rectangle with the text "MWOB Division" in white, bold, sans-serif font.

**MWOB Division**



# TAMARA MAXWELL



[tammy.maxwell@exim.gov](mailto:tammy.maxwell@exim.gov)



(202) 565-3375



EXPORT-IMPORT BANK  
OF THE UNITED STATES







Questions?





# Closing Remarks