

Wednesday, November 12
Workshops (continued)

**Everything You Wanted to Know About Export Credit
Risks and Weren't Afraid to Ask**

Presenter:

Linda Gagnon-Conway, Director, Emerging Exporters Team, Export
Development Corporation

Cdn Mentor: Robin Saunders, President, North American Specialty
Papers Inc.

*An energizing interactive search for the facts on export risks. Export with
confidence starting today.*

Working with Your Trade Commissioner

Presenters: Robert Rutherford, Commercial Counsellor, Canadian Embassy,
and Birgit Matthiesen, Commercial Officer, Canadian Embassy

Cdn Mentor: Jane Somerville, President & Publisher,
Somerville House Books

*How to get top market information, US Customs advice, advocacy, partnering
and other export development services.*

12:30-2:00 Canadian International Business Advisory Marketplace and Lunch

Location: Promenade & Courtyard

A buffet lunch set among information boutiques for business development
services offered by the Canadian government, associations and private sector
specialists. Photo opportunities with Minister Sergio Marchi.

2:00-3:00 International Business Financing

Location: Upper deck of Promenade

Sponsored by the Royal Bank of Canada

Presenters: Paul W. Smith, Vice-President, Trade & Commodity
Finance - North America, Royal Bank of Canada, and

Naznine Lakha, Director of Sales, TradeView, Royal Bank of Canada

Mentor: Judith Heifetz, President, Eco Fibre Canada Inc.

Plenary session led by the Royal Bank of Canada.

3:00-3:30 pm Health Break (Not!)

Location: Courtyard

3:30-4:15 pm International Business Development Workshops

Location: Thomas, Dupont, Logan, Chevy Chase (Schedule at registration)

Participants attend one session selected from the presentation topics listed above.

6:00-6:10 pm Transportation

Buses depart for dinner at the Senate Russell Building, Room 325