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Paying Your Way: **Planning Your Export Financing**

Understanding export financing

Trading in the international market is more complicated than trading in a domestic one, and the financial side of any export venture reflects this. A good grasp of the kinds of transactions and agreements involved will make your success much more likely. You can get a basic overview of the subject through:

- TCI's *Step-by-Step Guide to Exporting*, Chapter 7, which provides an overview of export financial planning, payment methods, bonding and risk insurance;
- TCI's *Export Finance Guide*, which covers the subject in more detail (see exportsource.ca/finance);
- the Forum for International Trade Training's *Going Global Workshop*, "Financing International Trade" (see page 4); and
- EDC's website, which offers a range of trade finance services, at www.edc.ca.

Needs assessment and counselling

For assistance with your specific export requirements, go to these resources:

- the Business Development Bank of Canada (BDC) at www.bdc.ca/exporting, whose specialists will help you assess global opportunities, increase your production capacity, establish international trade contacts and distribution, and conform to international regulations; and
- Industry Canada's International Trade Centres (see page 6).