



Letters of Credit are an excellent way to *reduce risk* by securing your payments from customers in today's changing export market. MountainSouth World Trade Center is pleased to invite you to the following webinar presented by Wachovia Bank. You can access this Webinar on your computer or join us at the MountainSouth World Trade Center, Tuesday, June 17 at 11:00 AM. If you have any additional questions about this webinar, please contact Ken McDermitt, Trade Specialist at MountainSouth WTC at 423-323-8107.

Ken

Ken McDermitt
MountainSouth World Trade Center
P.O. Box 1119
Blountville, TN 37617
kmcdermitt@mountainsouthwtc.org
Phone Number 423-323-8107

2008 Global Trade Services Symposium Series

Bridging Knowledge, Solutions and Partnership

Letter of Credit Basics for Exporters

June 17, 2008

11:00 A.M. to 12:00 P.M. EDT

Presented by:

Glenn Cusick, Director and Manager - Wachovia Bank

On behalf of Wachovia's Trade Services Group, I am pleased to invite you to our June 17th Live Meeting presentation entitled "Letter of Credit Basics for Exporters".

Glenn Cusick, Director and Manager for the Southern Markets for Wachovia Bank's Global Trade Services, will present this seminar on June 17th at 11:00 AM EDT. The Seminar is designed for exporters who are the beneficiary of letters of credit. Glenn will discuss the types and structure of letters of credit and the definitions of terminology contained within a letter of credit that an exporter needs to review upon receiving a letter of credit. Glenn will share a best practices process for exporters covering the initial request for the letter of credit terms to the buyer and the review of the letter of credit once it is issued. Glenn will also highlight what the most common Letter of Credit discrepancies are and how exporters can reduce them.

Glenn's team is responsible for marketing Wachovia's international products and services to corporations. Glenn began his career in international banking with First Pennsylvania Bank in 1979. He started out working in all aspects of international operations, including: letters of credit, collections, and bankers acceptances. First Pennsylvania merged with CoreStates Bank in Philadelphia where Glenn became manager of the Trade Services Department. In 1997 Glenn joined Wachovia Bank (then First Union National bank) in Charlotte, NC as the manager of the Trade Services Department for the Southern Markets.

To register, please RSVP using the attached reservation form and email it to maria.mccandless@wachovia.com by June 10th. Maria will send you an e-mail confirmation 1 day prior to June 17th that will include telephone dial-up and Internet connection information. For questions, please call Maria at 267-321-6512.