

4 PARTNERS | 1 PROGRAMME
AN INCREDIBLE OPPORTUNITY

**DO YOU WANT TO BE PART
OF THE 2021 COHORT?**



European Bank
for Reconstruction and Development



FCI

Facilitating Open Account - Receivables Finance

**The London Institute
of Banking & Finance**

WHY GET INVOLVED?

If you are looking to develop your reputation and knowledge as a leader in trade finance, then this programme is for you. In partnership with the EBRD, FCI and LIBF, the ITPP allows international trade professionals to write for TFG's publications.

Every candidate will receive:

- 50% off the LIBF November Annual Trade Finance Compliance Conference
- 50% off all FCI education events & FCI Academy 2021/22 'Open to All' courses
- The prestige of becoming a published TFG author

The top writers will win a certified LIBF / FCI course, with the ultimate winner also being awarded with a panelist position.

WHO ARE EBRD?

The European Bank for Reconstruction and Development (EBRD) was founded to further progress towards **‘market-oriented economies and the promotion of private and entrepreneurial initiative’**. This has been its guiding principle since its creation and, new challenges and the welcoming of new countries to the EBRD world notwithstanding, will continue to be its mission in years to come. Uniquely for a development bank, the EBRD has a political mandate in that it assists only those countries **‘committed to and applying the principles of multi-party democracy [and] pluralism’**.

WHO ARE FCI?

FCI is the Global Representative Body for Factoring and Financing of Open Account Domestic and International Trade Receivables. With close to 400 member companies in 90 countries FCI offers a **unique network for cooperation in cross-border factoring**.

Member transactions represent nearly 90% of the world's international correspondent factoring volume. After 50 years of existence, FCI opened two more business lines: reverse factoring (FCIreverse and EDIreverse) and Islamic International Factoring.

WHO ARE LBIF?

We exist for a very simple reason – to advance banking and finance by providing outstanding education and thinking, tailored to the needs of business, individuals, and society. Our focus is on lifelong learning; equipping individuals with the knowledge, skills and qualifications to achieve what they want throughout their career and life. We provide a balance of experience, insight and thought leadership into today's financial world, delivered by industry leaders, thinkers and members of our community. We create connections and build partnerships between people and business that make banking and finance more accessible and understood, and enhance social inclusion through better financial capability. **We are The London Institute of Banking & Finance, lifelong partners for financial education.**

WHO ARE TFG?

Trade Finance Global (TFG) is the **leading trade finance platform**. We assist companies to access trade and receivables finance facilities through our relationships with 270+ banks, funds and alternative finance houses.

Our **award winning educational resources** serve an audience of 160k+ monthly readers in print & digital formats across 187 countries, covering insights, guides, research, magazines, podcasts and video.

2021 COHORT

You'll be working hand in hand with one of TFG's editorial team to plan, scope and produce a journalistic piece of content on a pre-agreed topic within international trade and finance. This could be an essay on structured LCs, your own research on trade flows, an opinion piece on blockchain for trade or an educational piece on trade credit insurance.

SO HOW DOES IT WORK?

AGREE ON
A TOPIC

WORK WITH OUR
EDITORIAL TEAM
TO EDIT, IMPROVE
& PUBLISH YOUR
ARTICLE

THESE WILL BE PUBLISHED
ON TFG'S WEBSITE & THE
TOP ARTICLES WILL ALSO
BE IN TRADE FINANCE
TALKS (PRINT MAGAZINE)

THESE WILL BE
JUDGED BY THE
ITPP 2021 PARTNERS
TO AWARD THE
WINNING PRIZES

WHAT'S IN IT FOR YOU?



REPUTATION

Boost your professional reputation as a leader in trade as a published author for Trade Finance Global



LEARNING

Brush up your skills by working with our editorial team to write about a trade niche – shared with our global trade community



NETWORKING

You'll have a TFG Author Profile built for you and have complete access a community of like-minded trade professionals as part of the ITPP 2021 cohort



TRAINING

The top writers (judged with our partners) will be enrolled onto a trade finance course, certified by FCI or LIBF

TIMELINE

Wed 14th July
(midnight)
Application Deadline

APPLY TO THE ITPP

4 weeks

ARTICLE WRITING

Wed 1st Sep

JUDGEMENT TIME

CONTENT SELECTION +
REVIEW PROCESS WITH
THE TFG EDITORIAL TEAM

Mon 26th July - Know if accepted
Thur 29th July - Global Kickstart Meeting

ARTICLE
SUBMISSION

Wed 25th Aug

WINNERS RECEIVE
FURTHER
EXPERIENCE
/TRAINING

KEY BENEFITS

1| The opportunity to write for Trade Finance Global and have an author profile built for you

2| All participants will receive 50% off tickets for the LIBF November Annual Trade Finance Compliance Conference AND 50% off all FCI education events & FCI Academy 2021/22 'Open to All' courses

3| The top writers will receive tiered prizes as follows:

GOLD - Conference panelist & LIBF course

SILVER - LIBF course x5

BRONZE - FCI course x10

GOLD: THE TOP WRITER

**LIBF Conference Panelist +
LIBF Certified Trade Finance Course**

SILVER: WINNERS

LIBF Certified Trade Finance Course x5

BRONZE: RUNNERS UP

FCI Certified Trade Finance Course x10

INTERNATIONAL TRADE PROFESSIONALS PROGRAMME 2021

The **GOLD** and **SILVER** winners will each receive access to one of the following six trade finance courses provided by The London Institute of Banking and Finance (LIBF). This includes the study materials, examination and certification. Participants can choose their preferred course:

CDCS

The Certificate for Documentary Credit Specialists (CDCS) is a professional qualification that is recognised worldwide as a benchmark of competence for international practitioners.

CITF

The Certificate in International Trade and Finance (CITF) is an international trade certification that improves your technical knowledge and teaches you how to apply this knowledge to real situations.

CSDG

The Certificate for Specialists in Demand Guarantees (CSDG) qualification will develop students' understanding in the use of guarantees, industry rules, legislation and the challenges of demand guarantees and standby credits.

CTFC

The Certificate in Trade Finance Compliance (CTFC) is a valuable benchmark for Trade Finance Operations Staff, Relationship Managers, Bank Audit and Compliance Staff, and Risk Managers.

CertPay

Certificate in Principles of Payments (CertPAY) This industry-focused qualification enables you to develop specialist knowledge and skills relating to products, purpose, structure and inherent risks associated with payments.

CSCF

The Certificate in Supply Chain Finance is relevant if you work or are aspiring to work within an area dealing with Supply Chain Finance (SCF).

INTERNATIONAL TRADE PROFESSIONALS PROGRAMME 2021

Introduction to Factoring & Receivables Finance

The course is designed for anyone who wants to learn about the basics of Factoring & Receivables Finance, employed in the Finance Industry, Business & Corporates that participate in the physical Supply Chain as well as for University students and Consulting & Law firms.

Fundamentals on Domestic & International Factoring

The Course offers all new factoring staff a comprehensive online introduction to the Industry. The E-learning Fundamentals on Domestic and International Factoring provides an overview of factoring including a brief history of the industry, FCI, the different types of factoring, the benefits, the methods and the mechanism of the two-factor system.

The **BRONZE** runners up will each receive access to one of the following two trade finance courses provided by FCI - The Global Representative Body for Factoring and Financing of Open Account Domestic and International Trade Receivables.

Participants can choose their preferred course from the two options on the side:

ELIGIBILITY

THE PROGRAMME IS AVAILABLE IF YOU ARE WORKING ACROSS,
OR HAVE WORKED IN ANY OF THE FOLLOWING DOMAIN AREAS

- Trade, receivables and supply chain finance
- Trade based financial crime, compliance and regulation
- Trade (research or economics based)
- Shipping, logistics and supply chain
- Trade policy, practitioner or law
- Trade credit insurance, risk, sureties and bonds
- Trade technology / fintech in trade
- Export credit agency, development finance institution, multilateral development bank (OECD / non-OECD)
- Trade consulting
- Risk: credit, political
- Export finance
- Foreign exchange and currency risk
- Sustainable trade

The programme is available at all of the following levels, *provided you are new to the industry:*

Entry level
Analyst
Business Development
Middle management
Manager
Assistant
Director
Director
Senior Director

THE APPLICATION PROCESS

To be part of the ITPP 2021 cohort, you need to complete the application form answering the following question:

Why would you like to be part of the International Trade Professionals Programme?

The **application** together with your **resume** will determine your suitability for the programme. We will let you know whether your application has been successful by Wednesday 21st July.



ENTRY RULES

This competition is run by TFG Publishing Limited (“Trade Finance Global”, “TFG”, “we” or “our”) and is open to all residents aged 18+ who submit an application to the TFG competition page. Doing so will give you the opportunity to win the prize as described.

1. Your participation in this competition is at your sole option and risk. No purchase is required to enter.
2. By entering this competition you agree to be bound by these terms and conditions.
3. You may not participate if you are a TFG employee, agent or employee or agent of a TFG affiliate company, or a family relation of any such employee or agent.
4. You may not enter this competition more than once and you are only eligible to win one (1) prize. We reserve the right to disqualify anyone ignoring this rule.
5. The competition opens on June 30th 2021 at Midday UK time. You must submit your entry by 23:59am UK time on 14th July 2021.
6. Information submitted in this competition must not be abusive, offensive or defamatory. We will put through any relevant photo for voting but reserve the right to refuse irrelevant information as determined at TFG’s sole discretion.
7. TFG cannot accept any responsibility for any technical failure or problem which may result in any entry being lost or not being properly registered.
8. TFG will only cancel, suspend, or amend the competition if required to do so for legal, regulatory or security reasons.
9. All valid entries will be assessed by a panel constituting TFG staff and an independent judge. The panel will award points for originality, inspiration and interest and a winner will be chosen on this basis. The decision of the panel will be final and no correspondence will be entered into regarding that decision.
10. We reserve the right to substitute the prize for an appropriate alternative.
11. The winners will be contacted by email in September 2021.
12. The winners must confirm their acceptance of the prize by replying to our email with their name, email address and telephone number.
13. If the prize remains unclaimed after five (5) days, we reserve the right to select an alternative winner.
14. The winner will receive their prize within thirty (30) days after claiming their prize.
15. TFG will use the winner’s Twitter handle when announcing the winner and you agree that your name may be announced on TFG social media for publicity purposes.
16. These terms and conditions are governed by the laws of England and Wales whose courts shall have exclusive jurisdiction
17. You must accept the community guidelines in order to participate in the programme

CONTACT

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JOIN IN

**APPLY FOR THE
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