

Going global, finding new markets & customers, and growing international sales!

It makes perfect sense... yet it can be more demanding and complicated than you ever imagined.

Selling requires you to provide credit & financing to your customers... yet you need to be paid for what you sell.

To help you achieve success in international markets...
Wisconsin Credit Association formed the International Credit Executives (ICE) group.

ICE offers solutions & tools to realize sales & profits.

Members “roll-up their sleeves” and engage with manufacturing and service industry experts to share expertise and experience. Learning and networking are key elements of the ICE group.



International Credit Executives (“ICE”) is the international credit group of the Wisconsin Credit Association. (“WCA”). WCA is a professional association for credit and finance personnel.

What is the ICE mission?

The purpose of the ICE group is to develop skills and expertise for success in international business. ICE promotes educational and training on topics related to international credit, sales financing and export & import trade.

How does the ICE group operate?

ICE is a unique member-driven organization managed by a volunteer board of directors elected by ICE member companies. As a WCA credit group, ICE is supported by an administrator from the Wisconsin Credit Association.

Who can join ICE?

ICE is open to business organizations that participate in international trade. Our membership is diverse with small, medium and large size companies participating.

When & Where does ICE meet?

ICE holds meetings every other month at various locations throughout Wisconsin. Sessions are affordable at typically \$60.00 including a networking lunch.

What are some ICE benefits?

- Educational sessions during meetings led by industry experts
- Exposure to the latest credit, financing and trade practices & techniques
- Learn real-world solutions to international business challenges
- Professional development through industry networking
- Earn Continuing Professional Education (CPE) units by attending meetings



**For membership or additional information, please
contact the Wisconsin Credit Association
at 888-546-2880.**

International Credit Executives (ICE) Administered by Wisconsin Credit Association

The ICE group helps members with key elements to be successful in the global marketplace...

- Understanding the economic and political conditions in your markets
- Meeting customer needs for credit terms and sales financing
- Maximizing sales and profits by making sound business decisions
- Networking with professionals engaged in international business

The ICE board of directors includes representatives from these member companies...

LR International
National Presto
Oshkosh Corp
Johnsonville LLC
Johnson Controls Inc
Taylor Dynamometer
WMEP Manufacturing Solutions
Phoenix Products LLC
Crescendo Trade Risk
US Department of Commerce



ICE membership includes access to international credit reports at favorable pricing. These reports are more than a data base report as they are originated in-country for real-time information.

The Wisconsin Credit Association has arrangements with several major credit reporting services.

- Coface & CreditReform – the world
- Equifax- for Canada

WCA will direct your specific request to one of these services. Investigations are tailored to the specific information you need. The objective is to provide an edge when making credit decisions.

Make informed international credit decisions. Contact WCA or visit the WCA website at www.wcacredit.org



ICE will help you!

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Thinking about expanding into global markets?

Already exporting but wanting to increase sales?

Arm your international credit, sales & finance teams with the intelligence they need to win in the international market!



BCMA
Business Credit
Management Association

Wisconsin
Credit
Association