

MEET & GREET ITPP GLOBAL MEETING

The running order



1. An introduction to TFG - Deepesh Patel, TFG
2. Introduction to ITPP - Natasha Roston and Joana Fabiao, TFG
3. Overview of ITPP
4. Community Guidelines and Objectives of ITPP
5. Part 1 - Writer cohort and guidelines
6. Part 2 - An Introduction to LIBF and courses overview - Alex Gray, LIBF
7. Part 3 - An Introduction to FCI and courses overview - Spyros Tsois, FCI
8. Part 4 - An Introduction to EBRD and regions represented - Oya Osman, EBRD
9. Timelines and Next Steps

INTERNATIONAL TRADE PROFESSIONALS PROGRAMME 2021



Deepesh Patel

Editorial Director
TFG



Natasha Roston

Head of Learning & Development
TFG



European Bank
for Reconstruction and Development



Facilitating Open Account - Receivables Finance

The London Institute
of Banking & Finance

INTERNATIONAL TRADE PROFESSIONALS PROGRAMME 2021



Joana Fabiao





Editorial & Marketing Assistant
TFG

Trade Finance Global / Education / International Trade Professionals Programme / International Trade Professionals Programme Hub

International Trade Professionals Programme Hub – Trade Finance Global

Congratulations! And Welcome to the ITPP 2021 Cohort. We are delighted to have you on board, and look forward to receiving your article over the coming weeks, as part of this competition.

Next stages

			
1. Join our Community Do this by: 30th July 2021!	2. Listen in to our global meeting On the: 29th July 2021!	3. Ready...set... get writing! Confirm topic: ASAP! Deadline for final: 10th July 2021!	4. The Competition (and the courses) Announced after the 1st September 2021

<https://www.tradefinanceglobal.com/education/itpp/2021-hub/>

e: education@tradefinanceglobal.com

4 PARTNERS | 1 PROGRAMME | AN INCREDIBLE OPPORTUNITY

INTERNATIONAL TRADE PROFESSIONALS PROGRAMME 2021

ITPP
AIMS

Promote trade education to professionals starting in the industry
Build an **international community** of like minded trade professionals
Advocate and promote trade in all corners of the world



The London Institute
of Banking & Finance

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

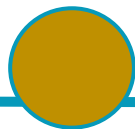
The top writers (judged with our partners) will be enrolled onto a trade finance course, certified by FCI or LIBF

KEY BENEFITS

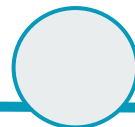
- 1| The opportunity to write for Trade Finance Global and have an author profile built for you
- 2| All participants will receive 50% off the LIBF November Annual Trade Finance Compliance Conference AND 50% off all FCI education events & FCI Academy 2021/22 'Open to All' courses

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GOLD: THE TOP WRITER



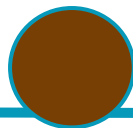
LIBF Conference Panelist +
LIBF Certified Trade Finance Course



SILVER: WINNERS

LIBF Certified Trade Finance Course x5

BRONZE: RUNNERS UP



FCI Certified Trade Finance Course x10

Community Objectives of ITPP



The ITPP cohort aims to be a professional, informative and supportive community where people can share their passion, perspective and insights into global trade, as well as interact, communicate and debate with like minded professionals from all around the world! We aim to make trade education available to all, removing the barriers of trade finance, by providing insights, thought leadership and great content, showcasing the community across TFG's platform and beyond.



ITPP
2021

Community Guidelines



Be Kind and Courteous

We're all in this together to create a welcoming environment. Let's treat everyone with respect. Healthy debates are natural, but kindness is required.

Respect Everyone's Privacy

Please do not privately communicate, call, message, or 'add' other members of ITPP outside of the official groups that TFG have set up, unless you have their express permission and consent in advance. If as a community member you find anyone doing this, please let one of the admins of the group know immediately.

No Hate Speech or Bullying

Make sure everyone feels safe. Bullying of any kind isn't allowed, and degrading comments about things like race, religion, culture, sexual orientation, gender or identity will not be tolerated.

No Promotions or Spam

Give more than you take to this group. Self-promotion, spam and irrelevant links aren't allowed.

Part 1 - Writer cohort and guidelines



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.

Once we've agreed a topic, our team will be on hand to help you edit, improve and refine your article. Once this is done, your piece will be published on Trade Finance Global. The top articles (at TFG's discretion) will also be published in print in Trade Finance Talks (magazine).

- An author profile created for you on Trade Finance Global
- Editorial help from our TFG experts
- Your work published to 160k monthly readers
- Articles promoted across our social channels (120k impressions / month) and email (28k database)

Let's make 'trade' fun again



- Subject matter / topic
- Objective - education and awareness, specific insights, trending topics
- Don't plagiarise - ever! Use 'Grammarly'
- Make your content beautiful - images, diagrams, videos
- Talk to people - research, call, collate information. Respect on-record / off-record

Trending and Inspiring Topics

- IASB demands more disclosure on Supply Chain Finance
- Not all plain sailing – Three Important Functions of Marine Bills of Lading
- 21st Century Supply Chain Finance – reinventing the wheel or back to the drawing board?
- COVID-19, sustainable trade and the gender gap in finance
- The good, bad, and the ugly – commodity trade finance in a post-COVID world
- WTO Appellate Body no longer functioning – come join the (interim) party?

Inspirational Outlets



- <https://www.weforum.org/>
- <https://techcrunch.com/>
- <https://tradexplain.com/>
- <https://www.finextra.com/>
- <https://www.economist.com/>

Other Sources:

- Podcasts (Spotify / iTunes)
- YouTube
- Google Trends
- Trade Finance Global (!)

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Guidelines - All available on the hub



INTERNATIONAL TRADE PROFESSIONALS PROGRAMME 2021 WRITING GUIDELINES

Here are the ITPP Writing Guidelines:

Thanks for entering the ITPP. As part of the competition, you'll need to submit an article or essay on the topics outlined here on our [ITPP 2021 Hub](#).

Audience and Topics

You'll be writing for the following audience / readership for the judging panel:

1. Academics
2. Business / economics editors / journalists
3. Professionals in the trade, commodity and debt space

TFG are thought leaders in international trade and finance and you'll be helping us on our journey to increase people's understanding of the market.

What we're looking for

Successful articles have focus and depth. We would prefer 'deep' sector specific focus rather than broader coverage on lots of topics.

All articles should have images, graphs, diagrams, or videos.



INTERNATIONAL TRADE PROFESSIONALS PROGRAMME 2021 POST TEMPLATE

Make a copy of this document by selecting **FILE - MAKE A COPY**
Edit the 'Name' with your name, and the post title, accordingly.
Send the link to education@tradefinanceglobal.com when complete.

TITLE / HEADLINE

Insert 30 word summary here

HEADING 1

Make your post scannable and easy to read online by doing the following:

- Divide your posts into sections with subheadings. Apply the Heading 2 style on all subheadings.
- When applicable, break down ideas and items into bulleted lists.
- Keep paragraphs short, and mix up long with short paragraphs.
- Add plenty of relevant screenshots and images. Make sure the images are of high quality and are copyright-free.

[responsive] IMAGE (can be here or anywhere in the body)/[responsive]



INTERNATIONAL TRADE PROFESSIONALS PROGRAMME 2021 EXAMPLE OF AN ARTICLE | TEMPLATE

[Title:] What is DeFi and why is everybody talking about it?

[SUMMARY:] In the world of Distributed Ledger Technology (DLT), a new term has emerged and gained considerable popularity in recent years: DeFi. What exactly is this new fangled acronym and why has it generated such considerable buzz in recent years?

What is DeFi?

DeFi, short for Decentralized Finance and also referred to as 'Open Finance', is a set of DLT-based financial services and applications intended to augment or replace the currently existing financial system (comparatively referred to as 'Centralized Finance').

As those familiar with DLT, colloquially referred to as [Blockchain](#), and its various applications are already well aware, one of its greatest promises and drivers of value is the notion that it facilitates decentralized peer-to-peer transactions without the need for a third-party intermediary and their associated fees. By bringing this technology into traditional financial system activities like payments, borrowing, or investing, DeFi has the potential to create new avenues to access these services.



<https://www.tradefinanceglobal.com/education/itpp/2021-hub/>

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Making your voice heard...

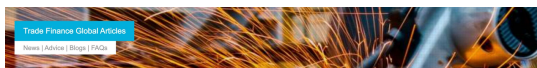


Rejigging Africa's trade position post COVID19: The AfCFTA option

The AfCFTA is an agreement seeking to establish a free trade area in Africa. AfCFTA's trade liberalization objective, along with other industries goals, Africa may just be set for a new horizon in its trade, post-COVID19.

BY AKINBOBOLA OLUKAYODE OLUIGBEMI TUESDAY MAY 19, 2020

VIEW ALL ARTICLES BY AKINBOBOLA OLUKAYODE OLUIGBEMI



OBOR – Why macroeconomic policies are needed to drive China – EU supply chains

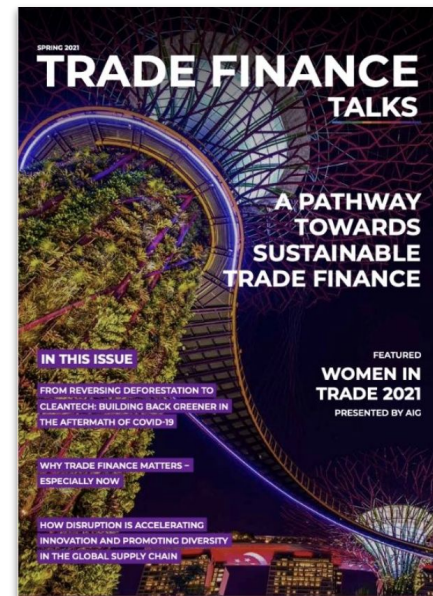
The magnitude and complexity of the OBOR project creates numerous policy challenges for countries in the region seeking to benefit from its implementation thus, the need for policy cooperation.



Mchunu

Lungi is a Structured Trade and Commodity Finance Specialist with over 10 years' experience in various international banks with an Eastern and Southern African portfolios. Outside of corporate she is known as an intrepid Sailor – the first African woman to sail to the Arctic, Explorer and Climate Change Advocate.

She was a Sustainable Finance Champion for her recent employer, in her attempt to integrate her climate science fieldwork lessons from sailing into corporate systems in support of green investments and economies as well as purpose driven practices.



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Alex Gray

Head of Trade & Transaction Banking
LIBF

**The London Institute
of Banking & Finance**



**The London Institute
of Banking & Finance**

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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).

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Spyros Tsolis

Deputy Education Director

FCI



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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:



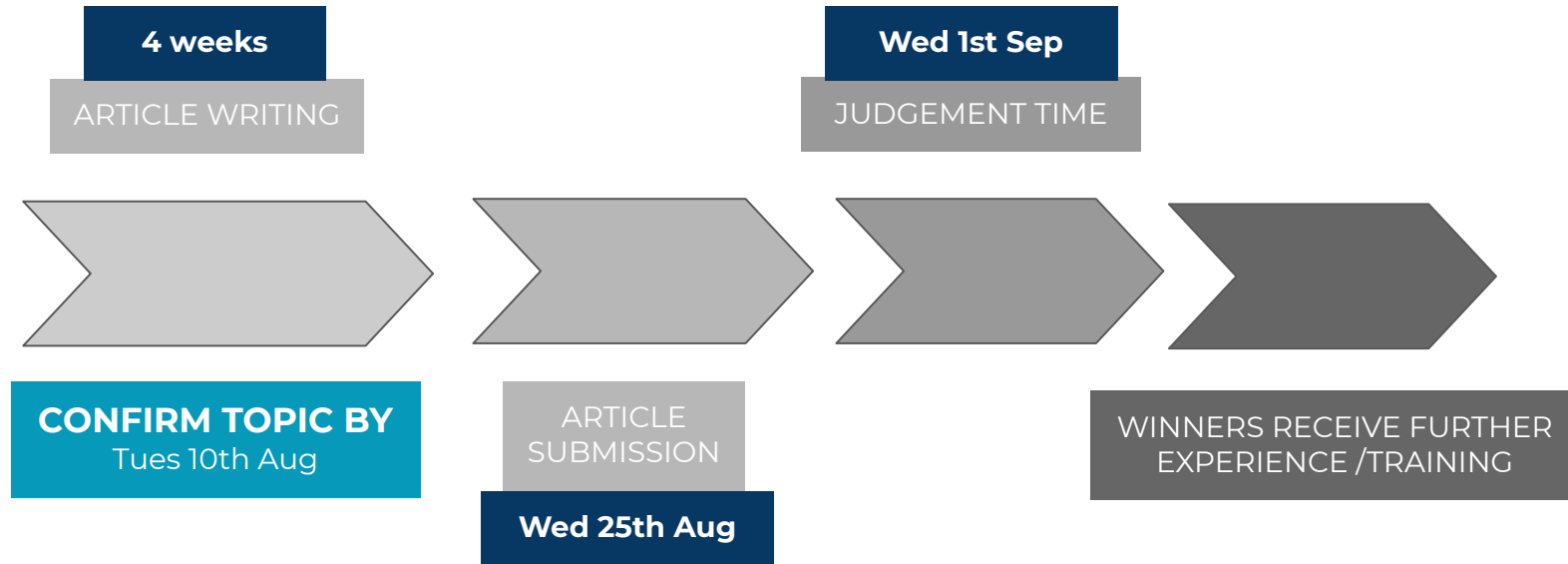
Oya Osman

Senior Officer
Trade Facilitation Programme
EBRD



European Bank
for Reconstruction and Development

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THE BIGGEST TRADE FINANCE SELFIE



Send in your selfie
to the ITPP
Whatsapp Group
and introduce
yourself (name +
why you love trade
finance)



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Join the ITPP 2021 Community



WhatsApp Group



LinkedIn Group



Next deadline - 10/08/21 to finalise your topic - email education@tradefinanceglobal.com



European Bank
for Reconstruction and Development



Facilitating Open Account – Receivables Finance

The London Institute
of Banking & Finance