

## INAUGURAL CLASS OF SUCCESSFUL CERTIFIED STANDBY & GUARANTEE PROFESSIONALS (CSGP) ANNOUNCED

### **Four Standby and Guarantee Specialists Pass Examination to Earn CSGP Certification**

The Certified Standby & Guarantee Professional (CSGP) Certification Programme, a professional certificate programme for standby and guarantee professionals, is proud to announce the first CSGP professionals: **Maureen A. HEYNE** of JPMorgan Chase Bank N.A. (Chicago, USA); **Luay AL MUGHRABI** of Arab Bank plc (Amman, Jordan); **Beverly E. SCOTT** of JPMorgan Chase Bank N.A. (Chicago, USA); and **Mohamed NAJI** of Banque Saudi Fransi (Riyadh, Saudi Arabia).

**Maureen A. HEYNE** is Trade Services Officer, JPMorgan Chase Bank N.A. (Chicago, USA).

The first person to earn the title of CSGP specialist, Heyne has 30 years experience in trade operations. For 23 years, she focused on commercial letters of credit and collections as a trade service representative and the past seven years on standby letters of credit. Heyne has been with JPMorgan Chase Bank for 22 years and the previous 8 years were with the Bank of New York.

**Beverly E. SCOTT** is a Trade Services Representative at JPMorgan Chase Bank N.A. (Chicago, USA). Now with 7 years experience in standby Letters of Credit, Scott started her LC career in a similar position at ABN AMRO Bank, Chicago.



**SCOTT and HEYNE**



**AL MUGHRABI**

**Luay AL MUGHRABI** is Manager for Operations Products Management and Standardization – Trade Finance at Arab Bank plc (Amman, Jordan). Most of his 20 years of experience have been focused in trade finance. Al Mughrabi's main responsibilities currently include implementing a standardized trade finance framework at the bank and ensuring a consistent approach in terms of trade finance products for efficient adherence with different laws and regulations in the countries where Arab Bank delivers transactions and applicable industry rules of practice. Already recognized as a Certified Documentary Credit Specialist (CDCS) and Certificate in International Trade and Finance (CITF) holder, Al Mughrabi is the second person to achieve CSGP honours and the first person from the Middle East region.

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**NAJI**

**Mohamed NAJI** has over 30 years banking experience, mainly in the area of trade finance. Throughout his career, he has worked at different hierarchy levels. Currently, Naji is working as Financial Institutions - Trade Services Manager in the Financial Institution Division of Banque Saudi Fransi, Riyadh, Saudi Arabia. He has facilitated many trade finance workshops and participated as a panelist in several international trade finance programmes, contributing greatly to the field. A Certified Documentary Credit Specialist, he has also received International Trade Specialist Accreditation. Naji is a member of IIBLP’s Middle East Advisory Council.

“Each of our CSGP Professionals were rigorously tested with challenging multiple choice questions and an oral examination”, said IIBLP Director Professor James E. BYRNE. “We have complete confidence in their ability to not only perform basic tasks related to standby letter of credit and demand guarantee practice, but to also approach complex situations requiring a careful interpretation of the different rules of practice.”



The **CSGP Certification Programme** is conducted jointly by the Council on International Standby Practices (CISP) and the Institute of International Banking Law & Practice (IIBLP). The CSGP Certification Programme is the industry standard certificate for professionals who specialize in Standby LCs or Guarantees. Achieving the CSGP Certification requires about 20 hours of online coursework and successful completion of the CSGP Certification Examination. The much-anticipated programme will have wider release in 2013 and be offered in more markets. For more information, visit [www.csqponline.org](http://www.csqponline.org).



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