



# DAN NORTH: CHIEF ECONOMIST FOR NORTH AMERICA

Dan North is one of North America's most renowned and sought after speakers on the U.S. and Canadian economies. He has a unique ability to break down complex topics into understandable themes to create a highly informative and engaging presentation. Dan continually receives top ratings from the events he keynotes and is held in high esteem by his peers. Don't miss the chance to have Dan North speak at your next event. Read more to learn why.

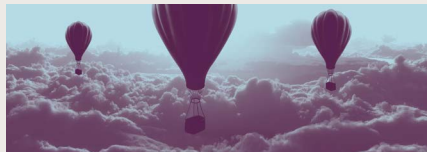
Since 1996, Dan North has been with Euler Hermes, the world's oldest and largest credit insurance company. As the company's chief economist for North America, he uses macroeconomic and quantitative analyses to help manage Euler Hermes' risk portfolio of more than \$250 billion in annual trade transactions within the region. Prior to joining the company, Dan worked for Citicorp, using similar analyses to create outperforming investment strategies. Dan North earned his MBA from the Wharton School of Business.

As one of the leading U.S. economists, Dan North has appeared on CNBC, Fox Business News, ABC News Now, France 24, and Bloomberg Radio and Television. He has been quoted by USA Today, Barron's, Bloomberg Business Week, The Washington Post, Paris Le Monde, The Wall Street Journal, and New York Times. After having predicted the 2008/2009 recession and its implications accurately, Dan North was ranked 4th on Bloomberg's list of the 65 top economic forecasters in 2010.

[www.eulerhermes.us](http://www.eulerhermes.us)

# PUBLICATIONS & SUBSCRIPTION INFO

Dan writes a variety of content for Euler Hermes' newsletters that will help you stay informed of the latest news and analysis you need to help steer your business. Through Dan North and Euler Hermes' worldwide research team, you can have actionable economic intelligence and market-specific risk analysis at your fingertips.



[Learn more here](#)

## COUNTRY REPORTS

Euler Hermes monitors risk in 245 countries and territories, looking for new patterns of growth, changes in social risk and demographic trends, increased interdependency and financial instability. Euler Hermes' Country Report series provides more in-depth data and detailed country risk analysis on the world's 70 biggest economies' economic profile. Dan is responsible for keeping the U.S. and Canadian Country Reports up-to-date.



## THE POINT

The Point is a monthly email bulletin featuring contributions by Dan. This newsletter delivers a unique Euler Hermes perspective on key economic topics affecting your business.



## THE NORTH REPORT

The North report is a bi-weekly publication which features insights and analysis about the latest economic news from Dan North.



To subscribe to Dan's publications and get the latest economic updates from Euler Hermes, please [click here](#):



*Dan's session, Searching for Growth – U.S. and Global Economic Outlook was most favorably received... Our attendees particularly remarked on the outstanding quality of the content of the program, and his contribution added significant value.*

– Bankers Association for Finance and Trade

*... thanks for the great job Dan did as speaker at the West Coast Trade & Working Capital Conference 2015... Feedback has been very positive and it's only thanks to his participation that we can continue to hold such events...*

– Global Trade Review

# MEDIA COVERAGE



We do very much appreciate Dan's participation and our members always enjoy his presentations... Best General Session speaker of the conference by far – very precise, informative and clear communicator.

– Metals Service Center Institute

## DAN IN THE MEDIA:

You can find a full listing of all Dan's recent commentary and interviews on our website [here](#).

Or watch on our [YouTube channel](#)



Dan North is a well-known and frequent economic commenter on some of the world's largest and most influential media outlets, including CNN, New York Times, The Wall Street Journal, BBC, Washington Post, Bloomberg and more. He is often asked to provide Euler Hermes' viewpoints on issues including the Employment and JOLTS reports, GDP, the Federal Reserve, manufacturing, insolvencies, trade – including their impact on North American businesses.



**The Street** – “While we don't anticipate a repeat of 2008, companies around the world, particularly those in emerging markets, should be aware that low growth and uneven liquidity may push to the edge the companies whose working capital has eroded over the past few years.”

[Click here](#) to view.

**U.S. News & World Report** – “The concept of improvement in the labor market is one thing, but we're also looking at the overall level or health of the economy. It's like the patient's getting better but isn't completely healed yet. Participation rate is really, really low, and the duration of unemployment is still way out there.”

[Click here](#) to view.

**Fox Business** – “The consumer drives the economy and they've barely been in the game for the entire recovery and they're holding back now. We have to get consumers confident enough to spend instead of paying down debt and increasing savings.”

[Click here](#) to view.

**Treasury & Risk** – “Our clients are telling us who is paying slowly, for how much, and how far they are behind. Past-due receivables indicate that a company doesn't have enough cash to pay all its bills that are due today. Revenue may not match expectations, or the company may not be able to get financing because its creditors are seeing some degree of financial stress. So we look at trends in past-dues as a sign of financial stress by industry and across the economy overall.”

[Click here](#) to view.

# PRESENTATIONS



*Dan made a wonderful contribution ...We have received a lot of positive feedback about the roundtables in general and the economy session in particular and we couldn't have done it without him.*

– Institute of Scrap Recycling Industries

*Thank you Dan for a great presentation... one of our suppliers said your information and insight exceed anything they hear from others. Great endorsement.*

– North American Steel Alliance

## SAMPLE PRESENTATION ABSTRACT:

Dan has presented to a wide variety of trade associations, banks, and conferences both in-person and virtually. Below is a listing of some of the organizations where Dan has presented his North American macroeconomic overview.

American Metal Market  
Association for Corporate Growth  
Association of Asian American Bankers  
Association of International CPAs  
Association of Women in the Metals Industry  
Bankers Association for Finance and Trade  
Canadian Institute of Traffic and Transportation  
Canadian Sports Industry Credit Association  
Conference of State Manufacturers Associations  
Credit Research Foundation  
Federation of Credit & Financial Professional  
Finance, Credit & International Business Association  
German Executive Roundtable  
Global Trade Review  
HSBC  
Institute of Scrap Recycling Industries  
Insurance Risk & Capital Conference  
International Energy Credit Association  
Kentucky Economic Forum  
Madison International Trade Association  
Metals Service Center Institute  
National Association of Credit Managers  
National Association of Steel Pipe Distributors  
New York Accounting and Finance Show  
North American Power Credit Organization  
North American Steel Alliance  
North American Wholesale Lumber Association  
Risk Management Association  
Society of Independent Gasoline Marketers of America  
Technology and Manufacturing Association  
Technology Credit Union  
Transportation Marketing & Sales Association  
US Bank  
Utah Governor's Energy Summit  
VentureCapital.org  
Zions Bank  
Zions Idaho Governor's Conference

### The Outlook for the US Economy

Covid devastated the US economy in early 2020, wiping out 10 years of job creation in just five weeks, and driving GDP down by an astounding 31% on an annualized basis in Q2. But aggressive monetary and fiscal stimulus helped the economy rebound rapidly in Q3. And there are indicators that the economy will likely to continue to recover in 2021: the housing market is very strong, manufacturing is robust, corporate profits are soaring, and a number of other leading economic indicators are all signaling a brighter 2021. Most importantly, the development of three vaccines is the single biggest factor which will boost the economy. But for some it's too late, as permanent job loss and permanent business closures have been greater than expected. It will probably be 2023 or later until the economy recovers all of the lost jobs. And business insolvencies are expected to rise as much as 35% in 2021.

# EULER HERMES



Hear directly from Dan:



Euler Hermes North America is the oldest and largest provider of trade credit insurance and accounts receivable management solutions. We offer both domestic and export credit insurance policies that insure against commercial and political risk in more than 200 countries worldwide. Euler Hermes maintains a database of proprietary information on more than 85 million companies worldwide and is rated A+ (Superior) by A.M. Best and AA by Standard & Poor's.

For more information on Euler Hermes and credit insurance, please visit [www.eulerhermes.us](http://www.eulerhermes.us)



Follow Dan @DanNorthEcon



<https://www.linkedin.com/showcase/euler-hermes-north-america-chief-economist-dan-north/>

**For media inquiries, contact:**

Kristina Corso  
Hot Paper Lantern  
908-278-6225  
[KCorso@hotpaperlantern.com](mailto:KCorso@hotpaperlantern.com)

**For event and association presentations, contact:**

Lauren Rizzi  
Marketing Specialist  
410-753-0497  
[lauren.rizzi@eulerhermes.com](mailto:lauren.rizzi@eulerhermes.com)