Know your NEW INCOTERMS® 2020 Rules

Protect your business and empower your international negotiations by learning the NEW rules and using the right terms

**Presented by:** Paul Jarzombek, COO and Director, LR International-Chicago

**Details:**
Tuesday, November 5 2019
8:30 a.m. Registration and Continental Breakfast
9 -12 noon Presentation
SIUE campus
Morris Center –International Room (2nd floor)
Edwardsville, IL 62026

Fee $35 (includes breakfast, parking and materials)
Space is limited

Registration is required

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INCOTERMS are the official terms published by the International Chamber of Commerce (ICC) that determine the responsibilities of buyers and sellers for the delivery of goods under sales contracts for international trade. The NEW Incoterm®s 2020 Rules will be in effect as of January 1, 2020.

LR International and the International Trade Center at SIUE have teamed up to bring you up-to-date on the contents and significance of the new 2020 Rules to ensure you and your staff speak the same language as your international customers and vendors and protect your company against unexpected expenses and liability.

**Topics include:**
- Overview of international terms of sales
- History of Incoterms
- In-depth review of all 11 Incoterms with a special focus on the NEW 2020 Rules
- Responsibilities and obligations for the seller and the buyer under each of the terms
- Costs associated with each term
- When to use the different terms
- Incoterms and freight responsibilities
- Exercises / real case studies. Bring your questions!

**Who should attend:**
Exporters, importers, sales/purchasing/accounting managers, shipping and documentation staff, bankers, international trade consultants.