



HOW TO MAKE EXPORTING EASIER AND PROFITABLE: *Export Documentation & Payment Methods Seminars*

Get an in-depth understanding of what is involved in selling and transporting goods to foreign buyers-- from negotiating terms of sale and payment to the delivery of goods to their final destination, including the proper preparation of all export documents.

INCOTERMS & Payment Methods

TUESDAY, APRIL 3, 2012

9:00 AM – 12:00 PM

(8:30 am registration and continental breakfast)

Southern Illinois University Edwardsville
Morris University Center
Mississippi/Illinois Rooms

Learn About:

- ▶ Overview of the export process
- ▶ International Trade Terms / INCOTERMS
- ▶ International Payment Methods
- ▶ Risk Alleviation
- ▶ The Letter of Credit Transaction

Export Documentation & Compliance

TUESDAY, APRIL 3, 2012

1:00 PM – 4:00 PM

(12:30 pm registration and luncheon)

Southern Illinois University Edwardsville
Morris University Center
Mississippi/Illinois Rooms

Learn About:

- ▶ Overview of the export process
- ▶ Export Documentation
- ▶ Role of Banks, Freight Forwarders and Customs Brokers
- ▶ Export Compliance
- ▶ Risk Management, Insurance & Carrier Liability

Who Should Attend?

Business owners, purchasing, marketing, sales & finance personnel, distribution, shipping & documentation staff

Speaker: Ric Frantz. CEO and Co-Founder of LR International Inc., Chicago

Please complete and send to:

ILLINOIS SBDC
INTERNATIONAL
TRADE CENTER
SOUTHERN ILLINOIS UNIVERSITY EDWARDSVILLE

Campus Box 1107, Edwardsville, IL 62026-1107
Telephone: 618.650.3851 Fax: 618.650.2647
E-mail: International-Trade-Center@siue.edu

Space is limited / Registration required

Checks payable to: SIUE

Fee includes: continental breakfast/lunch, parking and materials

Applying for: INCOTERMS & Payment Methods (\$55) Export Documentation & Compliance (\$75) Both (\$120)

Names /Titles _____

Company Name _____

Address _____

City _____ State _____ Zip Code _____

Phone _____ Fax _____ Email _____



This program has been developed through a partnership with the U.S. Small Business Administration, the Illinois Department of Commerce and Economic Opportunity, and Southern Illinois University Edwardsville as a service to Illinois small businesses.

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