



# Incoterms

Presented by the Economic Development  
Partnership of North Carolina  
& Allocca Enterprises

February 25, 2020  
8:30am - 4:30pm  
Manufacturing Solutions  
Center  
301 Conover Station  
Southeast  
Conover, NC 28613

*"Even though I have  
attended these classes  
several times, I always  
learn something new!"*  
Travis Dowell, Otto-USA

Seating is limited, and  
registration is required. The  
registration fee of \$250 will be  
waived for NC  
companies who apply & qualify  
for a free seat through the  
STEP Program. Companies  
can register up to 2  
employees. Participants will be  
surveyed 6-12 months later.

## Registration contact:

Jen Vogelsberg  
(919) 447-7778  
jen.vogelsberg@edpnc.com

### Seminar Description:

How can you use incoterms to minimize your company's exposure, reduce risk, save money and even increase sales? Learn how to determine responsibilities between buyer and seller, through transfer of risk, insurance, documentary requirements and cost of freight through proper use of incoterms. This course will provide all handouts, materials needed.

### Topics Include:

- A complete review of all 11 incoterms - what are they, when and how to use them.
- Understanding how to incorporate proper usage of incoterms into proforma and commercial invoices.
- Sales strategies on how incoterms should be used to increase sales and lower unnecessary liability/exposure and costs.
- Strategies to limit liability and address title transfer when providing quotations or letters of credit.
- Common errors when using incoterms, and how to turn those into your advantage.
- Understanding responsibilities between buyer & seller in terms of risk, obligation and costs.

*This full day training is eligible for (6) NASBITE-CGBP Re-Certification CEU's.*



Funded in part through a Grant with the U.S.  
Small Business Administration (SBA)



ECONOMIC DEVELOPMENT  
PARTNERSHIP OF NORTH CAROLINA



Allocca  
Enterprises, Inc.

