



Incoterms 2020

Presented by the

*Economic Development Partnership of North Carolina
&
Allocca Enterprises, Inc.*

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 **new** 2020 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.

Thursday, January 9, 2020

8:30am - 4:30pm

NC Rural Center
4021 Carya Drive
Raleigh, NC 27610

"An excellent class and thanks to EDPNC for coordinating the seminar!"

*Kevin Dunham
Director of Business Development
Saab Barracuda USA*

No Registration fee to attend!

Program includes all reference material & lunch.

Seating is limited and registration is required.

Registration contact:

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**ECONOMIC DEVELOPMENT
PARTNERSHIP OF NORTH CAROLINA**



Allocca Enterprises, Inc.
Export & Import Compliance Training