

Incoterms® 2020

Presented by Allocca Enterprises in cooperation with the U.S. Commercial Service and the Mid-America DEC.



*Allocca
Enterprises, Inc.*



Thursday Nov 21st, 2019 8:30a.m. – Noon
Location: Air Capital Room – Wichita Workforce Center
2021 N. Amidon Ave, Suite 1100
Wichita, KS 67203

Topics Include:

- A complete review of all new Incoterms® 2020 – 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.

Who should attend: Sales team, Customer service, shipping and receiving, purchasing manager, ISO and compliance manager, CFO, corporate attorney, plant manager, finance and management.

Cost is \$295 per person (pre-register by Nov 12th) \$345 to register after Nov 12th.

Includes a light breakfast and all reference material (including the new official ICC Incoterms® 2020 guidebook a \$65 retail value) and an incoterms chart. Seating is limited, reservations & check required to guarantee seat. Must RSVP via on-line registration or e- mail Attn: Mike Allocca. Checks must be received no later than Nov 20th.

**** Up to 10 qualifying small businesses may apply for up to \$199 in reimbursement for this training through the state of Kansas, State Trade Expansion Program (STEP), which is administered by the Kansas Depart. of Commerce and funded in part through a grant with the US Small Business Administration. Companies interested in utilizing STEP assistance must first apply and be approved for funding prior to participating in the training. For more information or to apply, please visit <https://www.kansascommerce.gov/programs-services/export/programs/step/> ****

Registration Form—Incoterms® 2020

Questions

With the latest version of Incoterms® coming into effect on Jan 1st, 2020 is your company prepared to start using them? If you haven't been to an Incoterms® training in a while, or at all, now would be a great time to catch up. Do you know how to use Incoterms® in a quotation, letter of credit, proforma and commercial invoice? Do you know what to include in your terms of sale regarding Incoterms®? If not, this class will help you understand how and when to use Incoterms® to your advantage.

Program overview

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 the latest Incoterms® 2020 official ICC guidebook. Along with an easy to read Incoterms® chart.

Topics covered

- Learning the difference between international Incoterms® and the domestic FOB terms.
- A listing of common Incoterms® errors that most companies make and how to avoid them.
- Understanding the difference between term of sale and term of payment.
- Sales strategies, quoting with Incoterms®, how to build profit into your exports.
- Limiting liability/exposure and costs.

Who should attend: Sales team, Customer service, shipping and receiving, purchasing manager, ISO and compliance manager, CFO, corporate attorney, plant manager, finance and management.

Please detach here and mail in with payment.

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\$295 to pre-register by Nov 12th/ \$345 to register after Nov 12th (sorry there are no exceptions)

Company Name _____ Number of attendees _____

Attendee # 1 _____ Attendee # 2 _____

Telephone # _____ 1st e-mail address _____

Fax # _____ 2nd e-mail address _____

Payment: Payment via credit card (PayPal charges a 5% service charge to use AMEX, Visa, MC or paypal - please go to website to pay on-line). Pay Pal will now keep the 5% service charge in the event you get a refund.

Mailing Check (Please make payment to Allocca Enterprises, Inc. & mail payment to 356 Cameron Road, York, SC 29745).

**Cancellations must be received 72 hours (3 business days) in advance of the program in order to receive credit towards a future program (there are no exceptions).



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