

Webinar on

Letters of Credit for Importers- Exporters

• Learning Objectives

- Gain a comprehensive understanding of the letter of credit process*
- Learn how to negotiate the terms of both import and export L/Cs*
- Be 100% aware of the letter of credit documentation requirements*
- Be aware of all expenses associated with using letters of credit*
- Learn how to avoid amendments and discrepancies*
- Understand the role of banks and freight forwarders in the L/C process*



This web session is designed to provide attendees with an end-to-end understanding of the L/C (letter of credit) process. This webinar is a must-attend event for importer or exporter and those who need to understand the details of how to negotiate and prepare etc.

PRESENTED BY:

Douglas Cohen - For more than 20 years, Douglas Cohen has been at the forefront of international trade and transactions. Mr. Cohen has developed significant expertise in import-export compliance, international negotiations, intellectual property, and Internet laws.

On Demand Webinar

Duration : 60 Minutes

Price: \$149

Webinar Description

Letters of Credit are the primary instruments for assuring payment of goods sold internationally. Letters of Credit are issued under the Uniform Customs and Practice standard and can be negotiated by over 30,000 banks worldwide. This web session is designed to provide attendees with an end-to-end understanding of the L/C (letter of credit) process. From the beginning of a contractual agreement, through the letter of the credit application process and actual negotiation of the L/C, this information-rich webinar will provide techniques that are indispensable to both importers and exporters.

Even in today's free trade-oriented business environment, companies must exercise particular caution when agreeing on payment terms. With financing choices that include cash in advance, open terms, letters of credit (L/C), sight drafts and time drafts, both importers and exporters need to understand the true implications of their credit policies and practices.



Who Should Attend ?

Importer staff

Exporter staff



Why Should You Attend

If your organization is engaged in importing and exporting, then your staff should understand Letters of Credit. In recognition of the challenges associated with the execution of international payment terms, this webinar will provide both importers and exporters with the insight necessary to make well-informed credit decisions. Using a combination of easy-to-understand explanations and real-life scenarios, this program is ideal for credit managers, international salespeople, logisticians, and order management personnel.

This webinar is a must-attend event for importer or exporter and those who need to understand the details of how to negotiate, prepare, and execute error-free letters of credit.



To register please visit:

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