

February 21
Taking the Mystique out of Letters of Credit

PLEASE FEEL FREE TO FORWARD TO OTHER CO-WORKERS, CLIENTS, ETC.



FEBRUARY 21
TAKING THE MYSTIQUE OUT OF LETTERS OF CREDIT

www.mitaonline.org

This interactive workshop removes the mystery of letters of credit. It addresses topics such as: what is a letter of credit, how does it work, what are the risks, how to correctly structure one, how to get paid and how to keep costs down.

Don't miss this educational workshop on **Thursday, February 21**, where industry expert, **Roy Becker, Owner of Roy Becker Seminars, Corporate Trainer/Consultant on International Trade** will teach companies who import and export how to mitigate their risk and improve cash flow.

Topics:

- * Introduction to Letters of Credits
- * What are the Financial Risks of Exporting?
- * The Contract
- * Understand the Risks of the Four Terms of Trade
- * Factors to Consider Before Setting Payment Terms
- * Collections (Sight & Time)
- * What is a Letter of Credit and How Does It Work?
- * The role of the Incoterms® rules
- * Review of a Sample Letter of Credit
- * Review of the ICC Rules
- * Review of Key Commercial Shipping Documents
- * Assignments, Transfers
- * Time Drafts Drawn on Letters of Credit
- * Amendments, Confirmation, Costs
- * Standby Letters of Credit
- * TMIT: Instructions to the Buyer for Establishing a Letter of Credit
- * Case Studies

Who Should Attend:

Sales, Purchasing, Finance, Credit, Legal and Logistics Personnel

You Will Also Receive:

- * Handout material, useful as a resource after the training
- * Code for each participant to receive 25% discounted download for e-book, "More Banker's Insights on International Trade"

EVENT DETAILS

Date: Thursday, February 21, 2019

Time: 8:00-8:30 am -- Registration/Networking (breakfast included)
8:30-4:00 pm -- Workshop (lunch included)

Location: Tiburon Golf Course Clubhouse, 10302 South 168th Street, Omaha, NE

Fee: Platinum, Gold and Silver Members: \$75/person
Bronze Members: \$75/person
Non-Members: \$75/person

(this is an educational meeting that is not covered under membership)

REGISTRATION

To register for this event, please contact Gloria Penas at 402.596.1210, email us at mita@mitaonline.org, or just [click here](#) !

Registration Deadline: Monday, February 18, 2019

Late Registration Fee: \$10/person (after February 18)

Payment can be made at the door or sent to: MITA, P.O. Box 642123, Omaha, NE 68164 (no-shows will be billed).

SPEAKERS

Roy Becker
Owner - Roy Becker Seminars
Corporate Trainer/Consultant on International Trade



Roy Becker is considered one of the leading experts in International Trade and Banking. He has spent most of his corporate career working in the international departments of several major banks. During that time, he worked directly with importers and exporters consulting on the intricate banking needs associated with international trade. After 34 years in the corporate world, Roy made the decision to give up the safety net to become a corporate trainer, consultant, speaker and publisher. Companies both large and small hire Roy to help them reduce risk and improve cash flow for their international transactions.

Roy has served as adjunct faculty in the International MBA programs at the University of Denver and the University of Colorado Denver. He is a frequent speaker and facilitator at workshops and seminars at the World Trade Center Denver. He is past member of Toastmasters International and has earned the Advanced Toastmaster Gold Award.

Roy has authored a book, "More Banker's Insight on International Trade, 101 Lessons Based on Practical Experience." The book contains 101 short lessons based on real life situations that companies have experienced in international trade. The book is full of educational insights to help the reader learn and remember from others' experiences and mistakes in international trade/banking. The book is available as an e-book only.

2019 SCHEDULE OF EVENTS

February 21: Letters of Credit 101 -- Taking the Mystique out of Letters of Credit

March 21: Entering into New Markets

April 18: Meeting/Tour -- Lincoln (TBA)

May 22: MITA's World Trade Conference

- June** Summer Networking Event
- September 19:** In-Focus Country Series
- October 17:** TBA
- November 21:** Incoterms 2020 by Frank Reynolds
- December** Holiday Networking Event

MEMBERSHIP

Become a MITA member TODAY and start NETWORKING!

Visit www.mitaonline.org for membership details.

This meeting, as well as future meetings, may be eligible for NCBFA.

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STAY CONNECTED:

