



# HOW TO MAKE EXPORTING EASIER AND PROFITABLE: *Export Documentation & Payment Methods Seminar*

*Presented by: Paul Jarz, LR International Inc., Chicago  
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**Get an in-depth understanding of what is involved in selling and transporting goods to foreign buyers-- from negotiating terms of sale and payment to the delivery of goods to their final destination, including the proper preparation of all export documents and a thorough review of the Letter of Credit Transaction.**

**THURSDAY, OCTOBER 26, 2017**  
12:00 Noon – 4:00 PM  
(11:30am registration and networking luncheon)  
**SOUTHERN ILLINOIS UNIVERSITY EDWARDSVILLE**  
*Morris Center – Maple/Dogwood Room (second level)*

### Topics of Discussion:

- ▶ Overview of the export process
- ▶ Export Documentation
- ▶ Export Compliance
- ▶ Risk Management, Insurance & Carrier Liability
- ▶ International Payment Methods
- ▶ Special types of L/Cs & Discrepancies
- ▶ International Trade Terms / INCOTERMS
- ▶ Role of Banks, Freight Forwarders and Customs Brokers
- ▶ Payment Risk Management / Credit Risk Mitigation
- ▶ The Letter of Credit Transaction
- ▶ Case Study and Online Resources / Tools

### Who Should Attend?

**Business owners, purchasing, marketing, sales & finance personnel, distribution, shipping & documentation staff**

Please complete and send to:



Telephone: 618.650.3851 Fax: 618.650.2647  
E-mail: International-Trade-Center@siue.edu

*Fee: \$35 (includes lunch, parking and materials)  
Space is limited / Registration required*

Checks payable to: SIUE  
*Cancellations must be made 3 business days prior to program*

To register via credit card: <https://commerce.cashnet.com/siuebus>

Names /Titles \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

This program has been developed through a partnership with the U.S. Small Business Administration, the Illinois Department of Commerce and Economic Opportunity, and Southern Illinois University Edwardsville as a service to Illinois small businesses.

