

Export Sales E-Commerce

26 SEPTEMBER 2019
09:30 - 16:30

Developed, by Export Sales Training Limited, for businesses looking to utilise their website to trade internationally. Generally you would employ a professional company to build or update your website but as a business you need to understand what is involved in selling internationally.

Don't just rely on the web designers to understand the legal complexities of legislation and distance selling rules, when and when not to charge VAT and your export terms and conditions of sale.

COURSE CONTENT

- > Should my website be e-commerce or e-marketing
- > How to secure on-line payments from buyers
- > The difference between business to business sales and business to consumer sales
- > When to charge VAT and how much
- > What are the relevant legislations to be aware of
- > Explanation of distance selling regulations
- > How to produce terms and conditions of sale
- > When despatching goods - an overview of Incoterms® 2010 rules
- > Work shop

Delegates will depart with a full set of informative notes



VENUE

Chamber of Commerce Training Suite,
Red Rose Court, Clayton Business Park,
Accrington, BB5 5JR.

COST

MEMBERS: **£400** + VAT per delegate

NON MEMBER: **£800** + VAT per delegate

* Buffet lunch included

To reserve your place please contact Stephanie Warrington on **01254 356473** / s.warrington@chamberelancs.co.uk