

Overseas Payments

08 NOVEMBER 2018
09:30 - 16:30

QUALIFIES TOWARDS YOUR FOUNDATION AWARD

A sale is not a sale until paid for! Securing and obtaining payments from overseas when your customer is thousands of miles away can be a daunting task. Understanding the various payment options available to your business is a must and this course gives you the confidence of being able to quote effectively to suit the needs of your business and your customer.

Knowledge will be gained from carrying out simple due diligence with credit reports to following the transaction flow of a letter of credit. Knowing your risks and being able to reduce them is imperative in international trade.

COURSE CONTENT

- > The main methods of international payments
- > The buyer and seller payment security
- > The use and importance of quotation and order terms
- > The importance of Incoterms® and linking to the transport document
- > Ways to finance international trade activities
- > Explanation of Letters of Credit and their importance
- > How to instruct your customer on opening a letter of credit
- > What if my documents are discrepant
- > Workshop

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: **£390** + VAT per delegate

NON MEMBER: **£780** + VAT per delegate

* Buffet lunch included

FOUNDATION AWARD

8 nationally accredited courses covering a core international trade curriculum and mapped to level 2 NVQ. Achievable on completing 6 of the 8 modules.

“ We found attending the Overseas Payment course extremely beneficial as we had immediate requirements to negotiate a deal with a customer in the same week! The day’s training together with the course notes is a good start for us. Also knowing we can contact our local Chamber office with any general or specific questions and support in this regard is reassuring; it gives us the confidence that we are dealing with our international client enquiries, quotations, etc, in an informed and professional manner.”

PHILIP GAFFEY, Gaffey Technical Services Ltd

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