



Know your **NEW INCOTERMS® 2020 Rules**

Protect your business and empower your international negotiations
by learning the NEW rules and using the right terms

Presented by: Paul Jarzombek, COO and Director, LR International-Chicago

Details:

Tuesday, November 5 2019

**8:30 a.m. Registration and
Continental Breakfast**

9-12 noon Presentation

SIUE campus

Morris Center –International Room (2nd floor)
Edwardsville, IL 62026

Fee \$35 (includes breakfast, parking
and materials)

Space is limited

Registration is required

Online:

commerce.cashnet.com/siuebus

Email:

International-Trade-Center@siue.edu

Phone:

618-650-3851

Fax:

618-650-2647

INCOTERMS are the official terms published by the International Chamber of Commerce (ICC) that determine the responsibilities of buyers and sellers for the delivery of goods under sales contracts for international trade. The NEW Incoterms® 2020 Rules will be in effect as of January 1, 2020.

LR International and the International Trade Center at SIUE have teamed to bring you up-to-date on the contents and significance of the new 2020 Rules to ensure you and your staff speak the same language as your international customers and vendors and protect your company against unexpected expenses and liability.

Topics include:

- Overview of international terms of sales
- History of Incoterms
- In-depth review of all 11 Incoterms with a special focus on the NEW 2020 Rules
- Responsibilities and obligations for the seller and the buyer under each of the terms
- Costs associated with each term
- When to use the different terms
- Incoterms and freight responsibilities
- Exercises / real case studies. Bring your questions!

Who should attend:

Exporters, importers, sales/purchasing/accounting managers, shipping and documentation staff, bankers, international trade consultants.



U.S. Small Business
Administration

