

# Incoterms 2010 & Proforma Invoices

**Program Overview:** How can you use incoterms to minimize your company's exposure, reduce risk, save money, and even increase sales? Learn how to determine responsibilities between buyer and seller through transfer of risk, insurance, documentary requirements, and cost of freight through proper use of incoterms.

**Friday July 18, 2014**

Greenville Technical College, Room 188  
Buck Mickel Center for Corporate and Career Development  
216 S. Pleasantburg Dr.  
Greenville, S.C. 29607  
(9:00 am – noon)

\$125 per person (register by July 11th) \$175 after July 11th. Includes all reference material (includes Incoterms Chart), morning pastries/coffee and lunch are included. Seating is limited. Registration and payment are required to guarantee seating.

To register, click here <http://www.sctrade.org/events.html>.

## Topics Covered:

- A complete review of all new 11 incoterms – what are they, when, and how to use them.
- Learn the (2) two brand new terms and see the (4) four that were deleted
- Learn how to use these new incoterms domestically within the U.S.
- How to use a Proforma Invoice correctly to begin the negotiation process with the buyer
- Understanding how to incorporate proper usage of incoterms into proforma and commercial invoices.
- Sales strategies on how incoterms should be used to increase sales and lower unnecessary liability/exposure and costs.
- Strategies to limit liability and address title transfer when providing quotations or letters of credit.
- Understand just how important a proforma Invoice can be
- Common errors when using incoterms, and how to turn those into your advantage.
- Understanding responsibilities between buyer & seller in terms of risk, obligation, and costs.

## Who should attend:

Customer service, shipping and receiving, purchasing manager, ISO and compliance manager, CFO, corporate attorney, plant manager, finance and management.

**Please note: This program offers 3 CEU's for NASBITE recertification credits.**

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**For more information, contact: Anita Patel 803-737-0247 or [apatel@sccommerce.com](mailto:apatel@sccommerce.com)**