

# Incoterms® 2010

**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.

**Thursday, February 8th**

South Carolina Department of Commerce

1201 Main Street, 3<sup>rd</sup> Floor Conference Room, Columbia, SC 29201

Parking Available in the Lady Street Garage

(9:00 a.m. – noon)

\$125 per person register by January 22; \$175 after January 22. All reference material, and morning coffee included. SC District Export Council will offer this class at a special rate (normal price is \$225) so seating is limited. Registration and payment are required to guarantee seating. To register and for information about upcoming export events click here <http://www.sctrade.org/events-.html>

## Topics Covered:

- A complete review of all 11 incoterms – what are they, when, and how to use them.
- Learn the (2) two new terms and see the (4) four that were deleted.
- Learn how to use these new incoterms domestically within the U.S.
- 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.
- 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:

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

## Brought to you by:



**Are you a small business with less than 500 employees? If so, you may qualify for State Trade Expansion Program (STEP) grant funds to cover your registration fee (limited to 2 per company).**

**For more information, contact: South Carolina Department of Commerce, Norris Thigpen at 803-737-0598 or [nthigpen@sccommerce.com](mailto:nthigpen@sccommerce.com)**

This course has been approved for 3 CGBP Nasbite recertification CEUs.

Funded in part through a grant award with the U.S. Small Business Administration. All opinions, conclusions, or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable arrangements for persons with disabilities will be made, if requested at least 2 weeks in advance. Contact Norris Thigpen, (803) 737-0598; [nthigpen@SCcommerce.com](mailto:nthigpen@SCcommerce.com)