

## ***BANKING: LETTERS OF CREDIT AND OTHER TYPES OF CREDIT***

**WHY THIS PROGRAM AND WHAT WILL I GAIN FROM IT?** This program will help you understand how to use a letter of credit to your advantage. Now that you have the International sale, how will you get paid? Upon completion of this program you will be aware of all your options; including letters of credit, cash against documents, open account and pre-payment.

**WHO SHOULD ATTEND?** • Compliance Officer • Financial Officer • Traffic Managers • Sales Department • Shipping/Receiving Personnel • Sales Managers • Customer Service Managers and anyone involved or concerned with getting paid.

### **TOPICS COVERED:**

- Why, Who and When should you use LC?
- Defining a Letter of Credit
- What is the UCP 600?
- Types of Credit
- Roles and the parties involved in the letter of credit
- Basic documentary procedures
- Example documents
- Banking Options; documentary collection, cash against documents, etc.
- Risk Factors
- Common problems in the process and how to avoid them
- How to control the situation with your Inco-Terms
- Role of Trans-Border in the process
- Much more...

***Creating awareness, Moving cargo, Building relationships...***