



**First National Bank**  
Omaha

## **International Workshop Series**

(The fifth in the series of 8 classes on international trade)

**INCOTERMS – TUESDAY - October 27, 2009**

**First National Bank Tower, 16<sup>th</sup> & Dodge, Omaha**

**8:30 – noon Cost \$50.00 per person**

***Learn why Incoterms are so important in International Trade***

***Find out why so many companies are using Incoterms incorrectly***

- ✓ **Learn what Incoterms are and why we use them**
- ✓ **Find out why FOB cannot be used for air shipments and “FOB factory” is not possible when shipping internationally**
- ✓ **Discover the difference between Ex-Works and FCA Factory and which one is the best to use for your international shipments**
- ✓ **Learn the difference between Incoterms and the United States Uniform Commercial Code (UCC)**
- ✓ **Understand what the role is for each player (seller and buyer) in the transaction**
- ✓ **Learn how each Incoterm tells you where the seller’s risk and responsibility ends and the buyer’s risk and responsibility begins**
- ✓ **Understand how Incoterms impact your transaction/payment terms/available transport documents**

- ✓ **Learn who pays what charges within the transaction based on the Incoterm used**
- ✓ **Find out which Incoterms are best used in certain situations**
- ✓ **Discover that TITLE does not transfer with Incoterms, how to handle this for revenue recognition**
- ✓ **Learn the hoops and hurdles of all 13 Incoterms**
- ✓ **Look at Incoterms for “domestic” use**
- ✓ **Find out what to expect in the newest revision of Incoterms coming up this year**

**Instructor:**

**Laura Pedersen – First National Bank, Global Banking Officer**

**For questions or to register for this workshop please contact:**

**Laura Pedersen**

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Look for the following workshops in the series in the weeks to come:

International Foreign Exchange Payments and Trade Finance – Tuesday, Nov. 3

Documentary Collections and Letter of Credit Basics – Tuesday, Nov. 10

Letters of Credit – Beyond the Basics – Tuesday, Nov. 17

**Workshops Presented by First National Bank of Omaha and  
Co-Sponsored by:**

U.S. Department of Commerce

Nebraska Department of Economic Development

Midwest International Trade Association (MITA)

Greater Omaha Economic Development Partnership