

# INCOTERMS 2020

## The "Cliff Notes" Version of the Newest Revisions YET What Every Credit Pro Needs to Know!

### A WEBINAR

Great value for all your training needs!

**Wednesday-December 18, 2019**

Dec 18, 2019 | 9:00–10:00 AM Central Time

**Presented by**

Michael Dennis

**Attendance Fee**

\$65 BCMA/WCA Members

\$79 all others

**REGISTRATION: Incoterms 2020-Dec 18**

Or register online:

[wcacredit.org/webinar-seminar-registration/](http://wcacredit.org/webinar-seminar-registration/)

**NAME** \_\_\_\_\_

**EMAIL** \_\_\_\_\_

**COMPANY** \_\_\_\_\_

**ADDRESS** \_\_\_\_\_

**CITY/ST/ZIP** \_\_\_\_\_

**TELEPHONE** \_\_\_\_\_

☐ SEND INVOICE \$ \_\_\_\_\_

(WCA & BCMA Members only)

☐ CHECK ENCLOSED \$ \_\_\_\_\_

☐ CREDIT CARD PAYMENT

(Please contact WCA 262.827.2880 to provide credit card information)

**RETURN REGISTRATION TO:**

**The Business Credit Management**

**Association** | Wisconsin Credit Association

PO Box 510157 | New Berlin WI 53151

Or by Fax to 262.827.2899

[www.wcacredit.org](http://www.wcacredit.org)

NOTE: A credit or refund will only be given for cancellations received 5 days prior to the session.

Questions, call 262.827.2880

Incoterms facilitate trillions of dollars in global trade each year.

**Beginning January 1, 2020**, the newest revision will take effect.

Our goal for this one-hour program is to provide a basic understanding of these essential terms of trade and provide the knowledge necessary to enact the new rules in your 2020 transactions. In this live, fast-paced and interactive one-hour program, we will discuss:

- ◇ Why credit pros need to understand Incoterms
- ◇ The specific Incoterms that are being deleted / removed from use in 2020
- ◇ The specific Incoterms that are being added in 2020
- ◇ What specific actions creditor companies should consider taking in response to these changes, and...
  - o When to make the changes, and
  - o How to implement these changes

THE RISKS OF USING INCORRECT INCOTERMS CAN HURT YOUR  
COMPANY FINANCIALLY. PLEASE JOIN US FOR THIS IMPORTANT  
AND INFORMATIVE PROGRAM



**MICHAEL DENNIS** is a frequent & popular trainer for BCMA-Wisconsin programs, a frequent contributor to the Association's Newsletter and the WCA LinkedIn Group. Michael has over 20 years of experience in credit management in various industries including healthcare, construction, and auto aftermarket. His most recent book, "Happy Customers, Faster Cash" is published and now available at Amazon. This is a must session. Michael looks forward to delivering a valuable learning experience.

At the low cost of one registration (one fee per each phone line connection), as many people as you wish in your office can participate in the Webinar. Easy-to-follow instructions will be sent with your confirmation! Contact the Association if you do not receive an email confirmation and Webinar handouts in advance of the Webinar.

American Society

ASCCP

Credit & Collection Professionals

Continuing Professional Education Units  
.1 CEU | 1 CPE Unit [www.creditsociety.org](http://www.creditsociety.org)  
*Your experience matters*  
*Accreditation makes the difference*