



The Energy, Trade & Commodities Group of Reed Smith LLP



CONSOLIDATED MILL SUPPLY, INC.



ARE PROUD TO SPONSOR A

UNIQUE 1-DAY SEMINAR:

“What You Need to Know About INCOTERMS 2010”

Here is a special opportunity to learn more about the new set of domestic and international trade terms, **INCOTERMS 2010 that went into effect on January 1, 2011**. Presented by **THE AMERICAN EXPORT TRAINING INSTITUTE (AETI)**, a division of Export Risk Management, Inc., this interactive 1-day seminar provides indispensable knowledge about how these new trade terms can be used and their impact on a company’s sales transactions.

During this unique workshop, attendees will gain a clear understanding of how these terms relate to Title Transfer, modes of transport, sales contracts/agreements, and cautions that must be taken when using Letters of Credit and other payment options. Chip Thomas, a trade and banking expert, will lead the program. Experts from Reed Smith will also participate.

Who should attend? Anyone responsible for sales transactions: CEOs & CFOs, Sales and Marketing Executives, Attorneys, Export Managers, Controllers, Accountants, Finance Officers, Forwarders, and Credit Professionals.

You Will Learn How To:

- Use **INCOTERMS 2010**
- **Reduce Sales Conflicts**
- **Improve Your Cash Flow**
- **Improve Sales Agreements**
- **Use Letters of Credit More Effectively**
- **Better Structure Transactions**

Complete Agenda: www.exportrisk.com

April 28
8:30 AM - 4:30 PM
Consolidated Mill Supply, Inc.
300 N. Martingale Rd., Suite 150
Schaumburg, IL 60173

SPACE IS LIMITED SO COMPLETE AND FAX YOUR REGISTRATION FORM TODAY!

- **Please Note** •

Registration is complete only upon payment. Please complete the form below to secure your reservation, and fax it immediately to (860) 435-0436!

Or mail registration and check payable to: Export Risk Management, Inc., 225 Taconic Road, Salisbury, CT 06068 PH: (860) 435-0430

Paid registrations received by April 11th obtain a \$25 discount!

Name (please submit a separate form for each person)			
Title	Company		
P.O. Box or Street Address	E-mail Address		
City	State	Zip	Phone () Fax ()

Payment Options: Check Visa Master Card American Express

Registration Fee (includes course materials, refreshments, lunch): \$ 295 (one registrant) \$ 275 each (two or more people)

\$ 250 (Small Business Discount: < \$10MM in Annual Sales) \$ 225 (Prior attendee discount) \$ _____ (Other-Call)

Cardholder Name (print)	Credit Card Number	Exp. Date
Signature		AETI use only: Trade

Advance Payment is Required. No refunds will be granted. Substitutions may be made at any time at no charge.

This course is presumptively approved for 6 substantive CLE credits in CA, IL, PA, NJ, NY & WI

Up to 6 Continuing Education and CPE credits are available