

Master Class (25th year running!) LETTERS OF CREDIT – AN INDEPTH UNDERSTANDING

Dates In 2019 - Crystal Crown Hotel Petaling Jaya

June 26 & 27	Aug 21 & 22	Sept 18 & 19
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INTRODUCTION

Almost 70% of all manufacturers and traders use Letters of Credit, which they think is a safe method of payment in international trade. The truth is, Letters of Credit are fraught with risks!!! Letters of Credit can mean sales & profit as well as **BUSINESS CATASTROPHE!!!** We have many documented cases of non-payment under Letter of Credit, which had happened in Malaysia! Ignorance can be costly!

COURSE OUTLINE

1. Overview of **Methods of Payment** and **Trade Facilities** in International Trade.
2. **Trade Documents** commonly used in International Trade – Bills of Exchange, Bills of Lading, etc.
3. **Trade terms** commonly used in International Trade
4. **Step by Step detailed flowcharts** and **Samples** on how various types of Letter of Credit work.
5. **Secret Cost Saving Areas** in LC transactions which your bankers will never tell you.
6. **Case Studies on non-payment** under LC where traders had lost millions of ringgit!
7. Why **payment** are often **delayed** in LC transactions and how to overcome this.
8. Date of **Issue, Shipment, Presentation; Date and Place of Expiry.**
9. Role and Liability of Banks and Rights of Recourse
10. Practical pointers when **applying for a Letter of Credit** (Importer).
11. How to **prepare and check documents** to avoid discrepancies.
12. Discussion on **Discrepancies** – Why; How To Resolve
13. Practical pointers when **presenting documents** under a Letter of Credit (Exporter)
14. How to avoid **Pitfalls** and **Traps** in the use of Letters of Credit.
15. **Detailed checklists** for Exporters and Importers
16. Concept of **Confirmed LC** and **“Silent Confirmation LC”**
17. Application of **UCP 600** in Letter of Credit
18. **Back to Back LC** and **Transferable LC**

FEES - RM 1,350

per participant (**Including handouts, course materials, lunch and tea break**). **SST at 6% to be added.**

TEAM DISCOUNT

Discount of **RM100-00** each if you register as a group of 3 or more.

ELIGIBILITY FOR SBL SCHEME

- Companies must apply directly to HRDF.

LC Expert & Master Trainer

Billy Fong Goon Poy ACIB



Billy Fong - Master Trainer

“Excellent...Innovative...Very knowledgeable...Effective in his Teaching Methodology” These are some of the many positive comments from participants.

Billy Fong is Malaysia foremost expert in International Trade. He was formerly the head of the Trade Finance Faculty of the Staff Training Centre of a major international bank in Malaysia. He is an Associate Member of the Chartered Institute of Banker (UK) and holds a Diploma in Training Management from the Institute of Training & Development (ITD) UK.

Over **2,000 Companies** in Malaysia have benefited from Billy Fong's courses !!!

FAX REGISTRATION FORM TO 03-7954 9909

Date of course: _____ Venue: Petaling Jaya

Pax Name : Mr Ms _____ Job Title _____

Pax Name : Mr Ms _____ Job Title _____

Pax Name : Mr Ms _____ Job Title _____

Company Contact Person : Mr Ms _____

Company : _____

Job Title : _____

Address : _____

Mobile No. : _____

Tel No. : _____ Ext _____ Fax No. : _____

E-mail : _____ Mobile: _____



Our **HOTLINES** – call **Sook Ling** at
012-3988166 or 03-7954 5909 / 03-7931 2026

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