



# Mastering the Use of LC for Import & Export

**An In-depth Understanding of LC Operations,  
Pitfalls, Tips & Traps in International Trade Transactions**

**Thursday & Friday, May 24 & 25, 2018\* 9:00am to 5:00pm  
MANILA MARRIOTT HOTEL, PASAY CITY, PHILIPPINES**

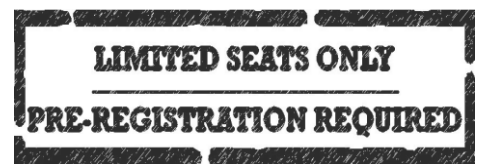
There are 9 different types of Letters of Credit (LC) that you can use as payment instruments in your import and export transactions. Each one has its use and advantage. Master all of these by attending this two-day comprehensive program. Eliminate the risk of issuing an LC, correct the improper documentation that may resort to non-payment and losses, and learn the bad tricks used by some companies to victimize others.

We will guide you in everything you need to know about the practical steps in issuing proper LCs and how they work, what to do to avoid more than 20 major pitfall and traps, and teach you the actions to take in cases of discrepancies. This intensive training program will cover new regulations (and the application of UCP 600) involving letters of credit.

We will also present easy-to-understand case studies and samples to highlight best practices pointers and tips, including topics such as cost saving areas in LC operations that your banker will never tell you, overcoming delays in payment in LC transactions, liabilities of banks, remedies and many more!

**Course Director: Victor Tan, MBA (Strathclyde), ACIB, MInstAM** is an authority in the field of trading and banking with 15 years of banking experience covering the areas of International Trade Finance, Remittances, Guarantees, Import and Export departments. He has worked with various International Banks since 1977 starting with Standard Chartered Bank, Amsterdam-Rotterdam Bank, Bangkok Bank, Royal Trust Merchant Bank and lastly Barclays Bank, where he was Deputy Head, Trade Finance.

Since 1992 he has been conducting highly specialized training in Jakarta, Bangkok, Singapore and Philippines --including Bangko Sentral ng Pilipinas and US Embassy in Manila. He also holds a Master of Business Administration degree from University of Strathclyde, UK and is a qualified Life Associate Member of the Chartered Institute of Bankers, London. He will teach everything one has to know on how to use various types of letters of credit for one's business advantage.



**Training Investment is P15,580** inclusive of Meals, Resource Kit, and Certificate of Attendance

Avail of the 5% Group discount if you register 3 or more and 10% Early Bird Discount if you register and pay on or before April 24

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## Who Should Attend:

- ✓ Exporters & Importers
- ✓ Traders and Entrepreneurs
- ✓ Bankers & Insurers
- ✓ CFOs and Comptrollers
- ✓ Company Treasurers
- ✓ Financial Auditors
- ✓ Business Consultants
- ✓ Those engaged in logistics and transportation of goods
- ✓ Anyone who wants to fully understand LC operations