

# Trade Finance & Letters of Credit

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The most important aspect of any transaction from the point of view of the seller is getting paid. When trading in the global market this can be complex.

It is important that both Sellers and Buyers be aware of the options, special concerns and precautions that relate to payment terms of international transactions.

This program will provide an in-depth understanding of international payment terms with a special focus on letters of credit. Learn how to negotiate the terms of payment and how to establish or comply with a letter of credit.

**Who Should Attend?** Finance, Logistics, Shipping, Purchasing, Sales, International Supervisors and Managers, Senior Management

This webinar is available free to all companies in the Appalachia region.

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