



Agents & Distributors

Date: Wednesday 17 March 2010 **Time:** 09.00 - 16.00

Venue: One Aldwych, London WC2B 4RH

Cost: £150 +VAT

Many companies appoint agents or distributors, unaware that the consequences can be expensive and time consuming. Equip your company with the knowledge that will ensure this doesn't happen to you.

In exporting, your agent or distributor can make or break your company. Come and learn how to find the right one, how to sign them up correctly and how to ensure they succeed. This full day workshop will help you select the right agent or distributor for your product or service, explain the rules in various countries and give you a suggested written working agreement.

The event will be led by an expert in appointing agents and distributors worldwide, a highly experienced UK Trade & Investment international trade advisor and HSBC International Business Manager covering export trade finance.

Topics covered will include:

- Selling direct
- Export without leaving the UK
- Types of agents and distributors
- Key differences
- Considerations when selecting an agent or distributor
- Profit and cashflow implications
- Finding an agent or distributor

Who are we?

UK Trade & Investment is the Government organisation that helps UK based companies succeed in international markets. We assist overseas companies to bring high quality investment to the UK's economy. Visit our website and register to find out more - www.uktradeinvest.gov.uk

Ideal for:

- Businesses looking to export products and/or services for the first time. You could be a start-up or established business

Benefits:

- The Seminar will cover different types of Trading Relationship and will help participants decide the best route into market for their product or service

Learn how to:

- Understand what Agents and Distributors can do for your business and how they impact on your business

About the trainer:

Since his retirement from a corporate banking career spanning some 36 years, Neil Mcallister has designed and run workshops that help businesses to trade internationally. He also acts as a business mentor and organises trade visits to overseas markets.



Project part-financed by the European Union



Agents & Distributors
Wednesday 17 March 2010
09.00 - 16.00 (including lunch)
Cost: £150.00 +VAT

Title	
First name	
Surname	
Company name	
Your job title	
Company address	
Company postcode	
Email	
Telephone	
Website	
Do you have any special access or dietary requirements?	

BOOKING OPTIONS

- @ **ONLINE**
Click here to book online via Paypal.
-  **POST**
Complete this form in BLOCK CAPITALS and post FAO Martine Terrelonge, UKTI London International Trade Team, New City Court, 20 St Thomas St, London SE1 9RS.
-  **FAX**
Complete this form in BLOCK CAPITALS and fax back to +44 (0) 20 7234 3001
FAO Marketing

FURTHER INFORMATION

T: +44 (0) 20 7234 3051
 E: martinetterrelonge@uktilondon.org.uk
www.uktradeinvest.gov.uk/ukti/london

Please tick if you would like further information about UKTI London events

DATA PROTECTION ACT 1998

Information regarding the collection, use, disclosure and processing of personal data is to be found in the Privacy Statement on the UK Trade & Investment website www.uktradeinvest.gov.uk. Having seen the website, please tick the following boxes if you do not wish your details to be used for marketing purposes [], passed to Business Link (or your equivalent national body), any carefully selected UK based Trade Association or Chamber of Commerce or business partners [] or transferred outside UK [].