



Master Class

LETTERS OF CREDIT

AN IN-DEPTH UNDERSTANDING

(31 years running since 1994)

2024 - Crystal Crown Hotel Petaling Jaya			
Mar 4 & 5	June 10 & 11	Sept 9 & 10	Dec 2 & 3
9.00am to 5.00pm			

INTRODUCTION

The Letter of Credit is one of the oldest bank payment instruments. It plays an immense and un-substitutable role in international trade. If used properly, it significantly reduces or even diminishes some of the major risks that parties face in foreign trade. It serves as a “compromise” between the conflicting interests of the exporter and the importer. It allows the contracting parties to gain balance assurances.

Course Contents

DAY 1 (9.00am – 5.00pm)

1. INTERNATIONAL TRADE

- Overview of the 4 main methods of payment in international trade:
 - Open Account
 - Advance Payment
 - Documentary Collection (DP vs DA)
 - Letter of Credit

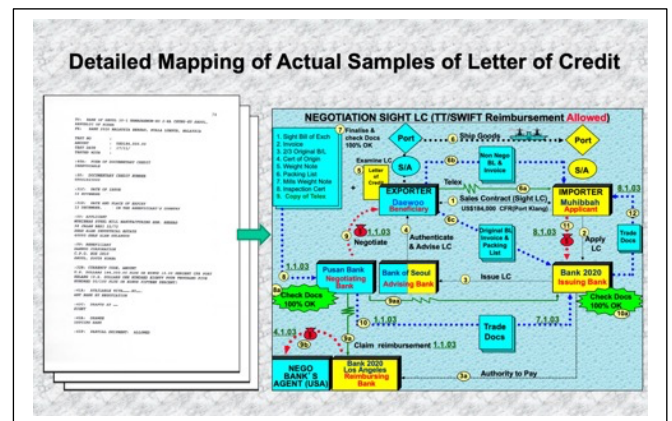
2. TRADE FINANCE FACILITIES OFFERED BY BANKS – AN OVERVIEW

3. INCOTERMS 2020

- Overview of international trade terms
- A pictorial illustration of FOB, CFR and CIF
- How Incoterms will affect Export Sales Documentation

4. TRADE DOCUMENTATION FOR EXPORT & IMPORT

- Commercial Documents vs Financial Documents
- Sight & Usance Bill of Exchange – Its concept and how it works
- Ocean Bill of Lading, Charter Party Bill of Lading, Sea WayBill & Multi-Modal Transport Document – An Overview



TRAINER: Mr. Billy Fong Goon Poy ACIB

"Excellent...Innovative...Very knowledgeable...Effective in his teaching methodology". These are some of the many positive comments from participants.

Billy Fong, is a very experienced trainer 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 set up Tradelinks Resources in 1994 to conduct training on Letters of Credit, Incoterms and other trade finance topics for the public. 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.



Billy Fong's unique method of training using diagrams and colouring, videos and case studies to explain how LC works has made learning enjoyable fun and easy to understand and remember.

Over the last 30 years, thousands of personnel who are involved in international trade in Malaysia, Singapore, Brunei, Thailand and the Middle East had attended and benefited from Billy Fong's courses on International Trade.

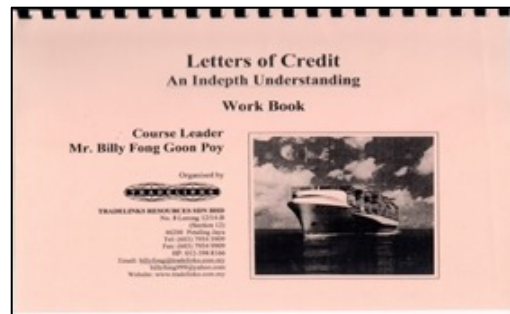
FEES:

Within Malaysia

RM2,100 (Service Tax 6% to be added) per participant (Including handouts & course materials,). Team discount of RM100-00 each if you register as a group of 3 or more. E-Certificate of Attendance will be awarded upon completion of training.

HRD Corp SBL-KHAS Claimable
(Training Program No. **10001180026**)

- Please follow HRD Corporation instructions on training grant applications



Payments Can Be Made Online Via:

Bank: CIMB Bank
Account No: 80-0341561-1
Account Name: Tradelinks Resources Sdn Bhd
Fax bank-in-slip to 03-7954 9909
Email bank-in-slip to training@tradelinks.com.my

Disclaimer:

Tradelinks Resources Sdn Bhd reserves the right to postpone or change venue or cancel the course or make any other changes to the programme in the event of unavoidable circumstances.



TRADELINKS RESOURCES SDN BHD

(Company No. 543128-K)

No. 8 Lorong 12/14-B, 46200 Petaling Jaya, Selangor

Register online: www.tradelinks.com.my

Email: training@tradelinks.com.my or billyfong999@gmail.com

Call or whatsapp **Sook Ling** at 012-398 8166

03-7954 5909 or 03-7931 2026

Fax: 03-7954 9909

REGISTRATION FORM

2023 - Crystal Crown Hotel Petaling Jaya			
Mar 4 & 5 9.00am to 5.00pm	June 10 & 11 9.00am to 5.00pm	Sept 9 & 10 9.00am to 5.00pm	Dec 2 & 3 9.00am to 5.00pm
Please select the above training slot with a tick <input checked="" type="checkbox"/>			

Master Class			
LETTERS OF CREDIT – AN IN-DEPTH UNDERSTANDING			
Fax This Registration to 03-7954 9909 or Email to: training@tradelinks.com.my			
Details of Participants			
Name:	<input type="checkbox"/> Mr <input type="checkbox"/> Ms	Email	H/P
Name:	<input type="checkbox"/> Mr <input type="checkbox"/> Ms	Email	H/P
Name:	<input type="checkbox"/> Mr <input type="checkbox"/> Ms	Email	H/P
Name:	<input type="checkbox"/> Mr <input type="checkbox"/> Ms	Email	H/P
Name:	<input type="checkbox"/> Mr <input type="checkbox"/> Ms	Email	H/P
Company Details			
Name of Contact Person: <input type="checkbox"/> Mr <input type="checkbox"/> Ms		Job Title:	
Name of Company:			
Address:			
Email:		H/P:	
Tel:		Fax No:	

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