

The membership benefits for companies joining emita are:

A Regular Programme of Events

- Free attendance for a year at all events for one delegate from the company
- Free members only special events
- The opportunity to network with other like-minded businesses

Benefits on Affiliate Company Products & Services

- A 12.5% discount on all Institute of Export (IoEx) training courses
- Attendance by IoEx members at our events will attract 5 IoEx CPD points per event (max 30 points per annum)
- A free 30 minute website evaluation from Hallam Communications Ltd
- 2000 bonus points when you register with the Star Alliance Company Plus airline rewards programme

Free Professional Support from Selected Sponsors

- Free banking advice from RBS
- A free 60 minute legal consultation with Nelsons Solicitors
- A free Dun & Bradstreet comprehensive Company Report, compliments of RBS
- A free 60 minute business consultation (accounting, finance, tax, management, etc) with Tenon

future events:

Friday 08 February
Indonesia Video
Workshop

Wednesday 20 February
International Logistics

Thursday 13 March
Top Three EU Partners:
France, Germany, Spain

Wednesday 23 April
Turkey

Friday 16 May
Language and Culture
Masterclass

Wednesday 11 June
Internationalising Your
Website

IMPORTANT to IMPORTERS

...issues making
a difference to
your business

Nottingham Racecourse
Colwick Park
Nottingham
NG2 4BE

Wednesday
30 January 2008

5.15 pm – 8.00 pm

visit: www.emita.org.uk

Sponsors...

Tenon
www.tenongroup.com


east midlands
development agency
www.emda.org.uk


RBS
The Royal Bank of Scotland
www.rbs.co.uk


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emita
the business network
for international trade

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IMPORTANTant to IMPORTers

...issues making a difference to your business

Date: Wednesday 30 January 2008

Speakers:

David Pearson is International Relationship Director with The Royal Bank of Scotland (RBS).

- David's current role sees him managing a dedicated portfolio of SME clients who all trade overseas.
- Prior to his current role David led a large team of International Trade Finance Specialists from across the Midlands.
- He has many years of experience (maybe more than he wishes to admit to!) of domestic and international banking and his experience spreads across all sizes of business and across many sectors.

Andrew Shipley is a partner in the litigation department at Nelsons, who specialise in advising the region's SMEs on international trade.

- He is a solicitor advocate and has over 15 years experience handling commercial disputes.
- Much of the work Andrew does and that of the teams he supervises has an international element.
- Andrew has worked and travelled extensively overseas and was the chief executive of Euro Defi, a large European network of accountants and lawyers for three years.

Mark Pashley is head of Tax at Tenon East Midlands - a leading provider of accounting and business advice to SME's in the region.

- He heads up the East Midlands tax team at Tenon, which consists of over 20 professionals.
- Mark spends much of his time advising on international tax matters, including the tax efficient structuring of cross border acquisitions and disposals.
- He is also the principal UK tax representative on the firm's international network, Morison International.

Phil Jeffrey is the VAT Director for Tenon's East Midlands region.

- Phil was formerly a senior official at HM Revenue & Customs, before he left to join the accountancy profession as a consultant.
- He regularly advises UK clients on the international aspects of trade, both within the EU and non - EU countries.
- He also advises non - UK businesses commencing to trade within the UK on cashflow efficient structures.

Programme:

- 17h15 Registration & refreshments
18h00 Welcome and introduction
18h10 **David Pearson: Financing Your Imports**
- The 'Holy Trinity' of import finance
 - Finance options and case studies
 - Trade Cycle Finance
 - Protecting against Foreign Exchange Risk
- 18h40 **Andrew Shipley: Controlling the Risk of Importing**
- Doing the right deal with your supplier
 - Your liability for the products you import and how to manage it
 - How do I control my buying agent?
 - Getting paid by your customers and resolving disputes
 - Ensuring you own the goods you have paid for and can recover goods you've not been paid for
- 19h10 **Mark Pashley & Phil Jeffrey: Managing Your Taxes**
- Taxes and your imports
 - Customs duties and your bottom line
 - Streamlining EU accounting to avoid costs
 - Cashflow maximisation for VAT
- 19h40 Q&A and discussion
20h00 Close & networking

Booking Form

Please complete this form in block capitals.

IMPORTANTant to IMPORTers

Name

Position

Company

Address

..... Post Code

Telephone

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E-mail

Product / Sector

Current / Potential countries of interest

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or email: emita@emd.org.uk

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