

TRADE CREDIT INSURANCE TRAINING SEMINAR

'THE ESSENCE OF TRADE CREDIT INSURANCE'

ADVANCED CAPITA SELECTA: I. UNDERWRITING & II. CLAIMS HANDLING

AMSTERDAM-SCHIPHOL, THE NETHERLANDS - THURSDAY 11 AND FRIDAY 12 APRIL

This two-day advanced training seminar in Trade Credit Insurance for more experienced professionals is modular. Participants can attend one or both modules.

Among others the following subjects will be addressed:

Day 1 - UNDERWRITING module

- Underwriting in context of trade credit insurance wording
- Types of underwriting
- Point of departure of the underwriting process
- The customer side of underwriting - credit limit decisions
- Technical aspects of underwriting, incl. country & political risk assessment, trade sector assessment, looking at the deal - fraud aspect
- Buyer assessment in general, incl. economic & business cycles, access to capital funding
- Basic subjects & data to assess, incl. solvency, liquidity (cash flow), profitability, ratio analysis, future expectations and type and quality of management
- Introduction to Special Risk Management
- Single Buyer risk
- Non-cancellable limits
- Recent market developments

Day 2 - CLAIMS HANDLING module

- Corporate & Claims philosophy—strictly implement or soft approach
- Claims handling in context of trade credit insurance policy wording
- Point of departure of the claims handling process, incl. policy text, specific conditions, turn-over policy, insolvency cover, submission of claim in a bankrupt's estate, deductibles, overdues, collections, calculations, proof of delivery, ILC/Inco terms, claims payment, pre-credit risk - credit risk - political risk, commercial decisions, subrogation, collections after claims payment, selling of outstanding's to third parties, writing off the outstanding amount
- Reclaiming of claim payments (dispute that arise after claim payment)
- Disputes - role of each party involved—payment conditions
- Law suits - points of departure
- Political Risk - Club of Paris
- Causes of claims payments - premium increase
- Re-insurance - commercial - politic - government

**The training seminar includes case studies
and in-depth discussions**

Participants are asked to prepare for the training seminar by reading the provided documents. The preparation time is estimated to be about 4 hours.



AMSTERDAM

STECIS
The Trade Credit Insurance & Surety Academy

Programme

Wednesday 10 April 2019

Thursday 11 April 2019

Friday 12 April 2019

- Welcome drinks & dinner day 1 (+2)

- Farewell drinks day 1

Welcome drinks/dinner day 2

- Farewell drinks all

Registration

Participation fee:

€ 1.200.-- per day or € 2.200.-- per two days

The fee includes training material, welcome cocktail & dinner(s) and all other meals. Additional expenses (hotel, travel, phone, (mini) bar) are **not** included.

PARTICIPATION NUMBERS ARE RESTRICTED TO 15 AND WILL BE ALLOCATED ON A STRICTLY FIRST-COME-FIRST-SERVE BASIS.

PARTICIPANTS ARE KINDLY REQUESTED TO COMPLETE AND RETURN THE REGISTRATION FORM BY **THURSDAY 28 FEBRUARY 2019**

LATEST TO: INFO@STECIS.ORG.

Please click [here](#) for the registration form.

Venue:

**Steigenberger Airport Hotel Amsterdam
Stationsplein ZW 951
1117 CE Schiphol-Oost/Amsterdam
the Netherlands**

reservations.airporthotel-amsterdam@steigenberger.com

T +31(0)20-5400-777

The Steigenberger Airport Hotel Amsterdam is situated next to Schiphol and a shuttlebus is driving every half hour from Schiphol to the hotel. STECIS guest have a special price for their hotel room, so please mention Stecis while booking. From the hotel you can visit Amsterdam by taxi or by public transport. Amsterdam is know for it's culture, shopping and dining facilities.

Special STECIS price for a superior room: €165,- incl. breakfast buffet and VAT, excluding 6,05% city tax.

Make sure to book your room in time !

Who should attend?

The seminar is open to participants with more experience in trade credit insurance. Also persons working in related sectors, the media or civil servants of Ministries, brokers and lawyers and other administrative authorities, will also benefit from this seminar.

Who is STECIS?

STECIS is endorsed and supported by the International Credit Insurance & Surety Association (ICISA, www.icisa.org) and GTR and offers training seminars and in company training programmes on trade credit insurance and surety. Seminar tutors trainers are industry experts with extensive international experience.

www.stecis.org

