

TRADE CREDIT INSURANCE TRAINING SEMINAR

'THE ESSENCE OF TRADE CREDIT INSURANCE'

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

THE HAGUE, THE NETHERLANDS - THURSDAY 26 AND FRIDAY 30 APRIL 2018

This two-day advanced training seminar in Trade Credit Insurance for experienced professionals (4 years experience and more) 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

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 suit - 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 and may be asked to prepare case studies in advance of the seminar. The preparation time is estimated to be about 4-6 hours.



THE HAGUE

STECIS
The Trade Credit Insurance & Surety Academy

Programme

Wednesday 25 April 2018	- Welcome drinks & dinner day 1 (+2)
Thursday 26 April 2018	- Farewell drinks day 1 Welcome drinks/dinner day 2
Friday 27 April 2018	- 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 **FRIDAY 23 MARCH 2018 LATEST** TO: **INFO@STECIS.ORG**.

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

Who should attend?

The seminar is open to participants with more than 4 years of work experience in trade credit insurance.

Also persons working in related sectors, the media or civil servants of Ministries 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 Exporta 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

Venue

Bilderberg Europa Hotel****
Zwolsestraat 2, 2587 VJ Scheveningen
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Bilderberg Europa Hotel puts guests right along the sea side in the Scheveningen district of the Dutch coastal city of The Hague. The Europa Hotel facilitates lovely seaside walks as well as visits to interesting local attractions. The Europa Hotel also lies within close distance of The Hague's shopping and commercial centres.

Average room price: €139,- incl. breakfast, VAT and city taxes.

Make sure to book your room in time !

