

# Doing Business in Brazil: FCIB's Executive Development Webinar Series



## Webinar at a glance:

**Date: October 6-7, 2011**

**Time: 09:00am EST -- What time is this for me?**

This 2-day webinar will provide you with need-to-know information, tips and resources on how to effectively conduct business in Brazil. The instructor, *Octavio Aronis, Esq., Aronis Advogados*, will begin with an introduction to the country and culture, followed by a description of how to effectively do business with customers and ensure payment, mitigate risks on credit sales into Brazil and what steps can be taken against buyers who default. At the end of the webinar, there will be an opportunity to get answers to any questions you may still have.

## Topics to be covered include:

- Geographic Background
- Foreign Affairs
- Economy of Brazil - strengths, weaknesses & main economic indicators
- Import/ Export Trends
- Who Can Start a Business in Brazil?
- Law & Legal Reform
- Court System – levels of courts, types of proceedings
- Enforcing Contracts
- Arbitration
- Judicial Recovery Procedure
- Credit Insurance
- Helpful tips
- Questions & Answers

## Earn CICP Points for Participating

Certified International Credit Professionals (CICP's) will earn 1 professional development point for participation in this FCIB Webinar.

**Is your credit team certified?** Learn more about the most prestigious professional designation in the field of International Credit and Risk Management.

## Registration Fees

**FCIB Member:**

**Non-Member:**

**\$195**

**\$295**

(total for both sessions)

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## Registration Fees Include:

- One telephone and web connection at one physical location
- Unlimited number of participants from the same company at the same physical location (all participants must be registered to receive the Certificate of Attendance)

## Cancellation and Refund Policy

Registration fees, less a \$50 processing fee will be refunded for written cancellations received 7 days before the program start date. No refunds for cancellations within 7 days of the program start date. Substitutions are permitted.

## Certificate of Attendance

Participants who attend the webinar will receive a Certificate of Attendance.

For **Additional Participants\*** who will be joining the webinar on the same computer as the main registrant, please use this **form**.

\*All Additional Participants must be received before the start of the webinar to receive the Certificate and earn **CICP points**-if applicable.