



# Participate in the International Contracts half-day Workshop!

## International Contracts: Legal Considerations

Large exporters can afford to set up branches in distant markets and thereby handle their own distribution. Most other exporters must rely upon an independent distributor and/or sales agent. Join the U.S. Commercial Service's half-day workshop outlining the ins and outs of the most commonly used international representation by small and medium-sized exporters.

## Distribution vs. Sales Agent/Rep Agreements

The topics will cover the difference between a distributor and a sales agent/rep as well as the general and regional provisions that need to be considered. While general provisions refer to territory, exclusivity, performance, terms, etc.; regional provisions will focus on foreign laws, as well as language and cultural aspects affecting the legal contract.

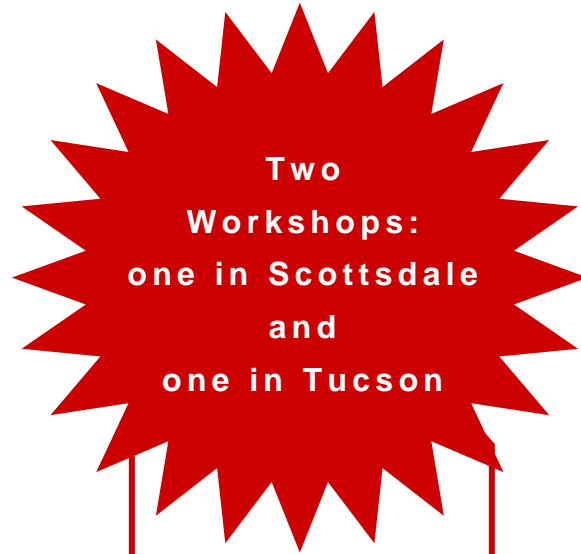
The selection of an independent distributor and/or sales agent is perhaps the most critical decision an exporter will make. It can take years to repair the damage and loss of goodwill caused by a poorly performing representative. Agreements come in many different sizes and shapes, ranging from a simple letter of understanding to a twenty page formal contract.

## Is there a cost to attend this workshop and how do I participate?

Yes, it is \$65 per participant.

For more information, including registration links, please visit <http://www.buyusa.gov/arizona/intrep.html>

For direct e-mail inquiries, please contact Pompeya Lambrecht at [pompeya.lambrecht@mail.doc.gov](mailto:pompeya.lambrecht@mail.doc.gov) Via phone, Pompeya can be reached at 602.277.5223.



**R E G I S T E R N O W !**

### Scottsdale

ASU's Skysong

**When:** Wednesday, April 22, 2009

**Time:** 1 PM to 5 PM EST



### Tucson

UofA Marriott

**When:** Wednesday, April 29, 2009

**Time:** 1 PM to 5 PM EST

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