

**Washington Aviation Group
and
The Law Offices of Jason A. Dickstein**

**Please join ASA August 20, 2020 – 11:00 am EDT for an online webinar to discuss,
"Ex Works or Ex Risk? An Overview of Incoterms "**

This webinar will be led by:



**Ryan Aggergaard, Attorney
Washington Aviation Group**

An Overview of Incoterms

The webinar will provide an introduction and overview—or, for those familiar, a review—of International Commercial Terms, familiarly known as Incoterms. Topics covered include:

- Introduction to Incoterms and where they come from.
- General overview of the legal effect of Incoterms.
- What Incoterms do and do not do.
- Discussion and analysis of the eleven Incoterms.
- Pros, cons, and considerations in selecting Incoterms.
- Common pitfalls and misconceptions about Incoterms and identifying commonly misused terms.
- Changes from 2010 Incoterms to 2020 Incoterms.
- Distinguishing similar UCC terms and the legal effect of the UCC in the U.S.
- Considerations when negotiating shipping terms.
- Perspectives from both the buyer and seller side of a transaction governed by Incoterms.

ASA partners with the Washington Aviation Group for online 2-day HAZMAT Training

Next Hazmat Training Dates May 6-7, 2020

Washington Aviation Group, P.C. • 2233 Wisconsin Avenue, N.W., Suite 503 • Washington, D.C. 20007

P: +1 (202) 628-6777 • F: +1 (202) 628-8948